SOAP.

A Monthly Magazine for Soapmakers

Vol. 1. AUGUST, 1926 No. 12

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SOAP
A Monthly Magazine for Soapmakers

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VOLUME I No. 12

Table of Contents

Editorials—

Profits and the Junk Pile 17
Disinfectant Premiums 17
Glycerin Research 18
A Soap Association 18

Features—

A Practical View of Price Maintenance by John W. Bailey 19
Analysis of Canada's Soap Industry 23
Characteristics of Some Soap Perfumes 27
Liquid Soap Concentrations by L. F. Hoyt and Alma Verwiebe ... 51
Personal and Impersonal 35
On Products and Processes 37
Contracts Awarded 39
Record of Trade Marks 41

Market Reports—

Oils, Fats and Greases 61
Essential Oils and Aromatics 65
Miscellaneous Chemical Products 67
Current Price Quotations 69

Disinfectant and Insecticide Section—

Begins on Page 49

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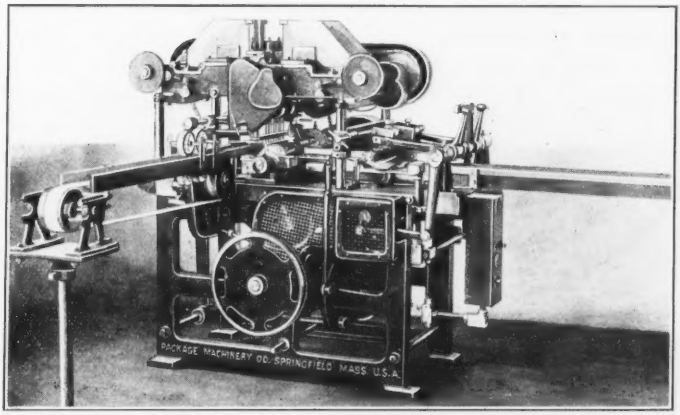

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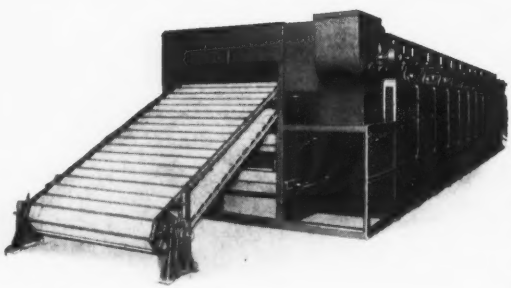

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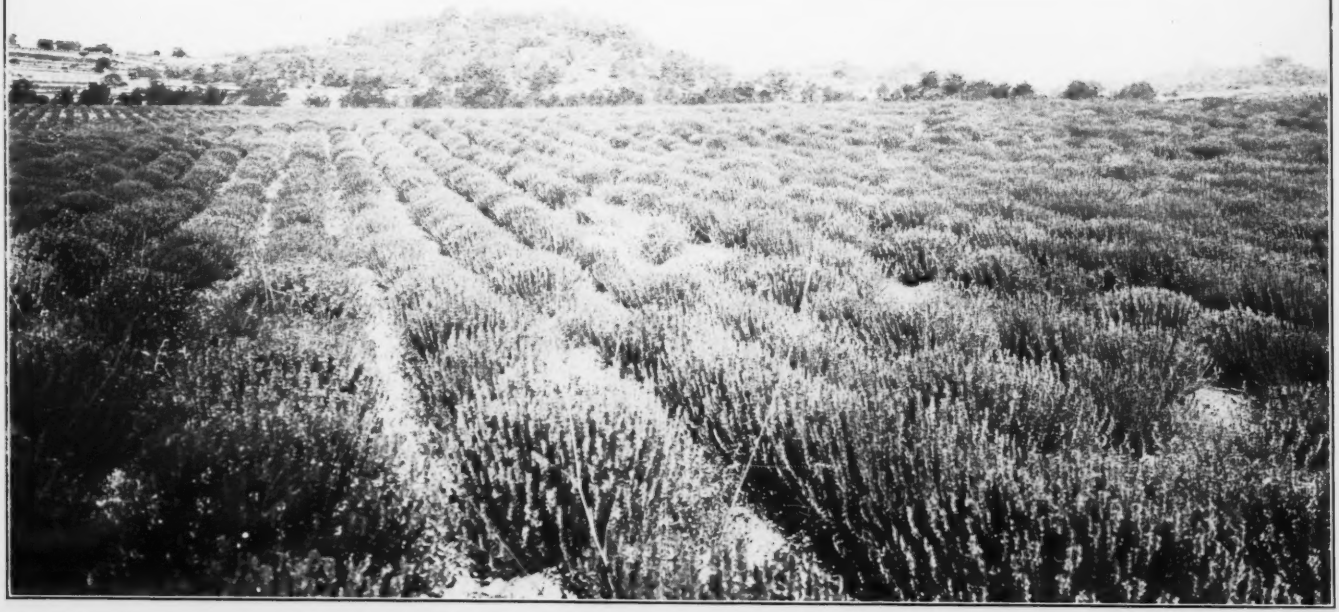

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SOAP.
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Vol. 1 AUGUST, 1926 No. 12

Profits and the Junk Pile

When asked not so long ago to what he attributed the remarkable industrial success of the United States, a leading industrialist stated that it was due to unhesitatingly throwing on the junk pile anything which was not the very latest development in equipment. Even machinery and devices which are in the finest condition, are junked to make way for something better as soon as it has proven its worth. This everlasting demand for the latest in equipment means efficiency and is the main-spring of American industry, he said.

That large manufacturing organizations have replaced equipment, still in good condition, with other machinery at a cost of millions in some instances, seems to bear this out. Obsolete equipment has always been a stumbling block in the way of making money. Many a bond issue has been floated that a company might modernize its processes so that in the long run it could pay off the indebtedness and make a larger return on the original investment. The almost ruthless manner in which large enterprises junk antequated equipment to make room for new, would evidently indicate that this must be the road to greater profits.

Where does the soap industry fit into this scheme of equipment replacement? While some soapers are modern to the last degree in their equipment, a majority of the industry, including some of the successful firms, are apparently very hesitant to take on new things. Quite true, it is, that real new basic developments in soap machinery during the past twenty years have been few and far between. This perhaps may account to some extent for much of the old equipment still in use among soapers. However, there have been some new things in certain phases of soap manufacture which should have been unhesitatingly adopted. By the progressive element, they have been, but there are others who continue to hesitate.

Modernized equipment alone is not progress, by any means. Neither is it the assurance of financial success. It *is* a pretty good indication, however, that progress hovers somewhere in the general vicinity.

***

A product which is too cheap is dear at any price.

***

Disinfectant Premiums

In the sale of liquid soaps, disinfectants, and allied products to public institutions in numerous sections of the country, it has been the custom for some years past for certain manufacturers to give rather costly premiums with orders for their goods. A few houses even issue elaborate premium books and lists, showing how many drums of this or that must be purchased to get a revolver, a brass bed, a radio set, a fountain pen, or what not. Needless to say, the prices of the disinfectants or soaps sold on this basis are considerably higher than when sold purely on a basis of the value of the goods. Where a product ordinarily sells for $1.50 per gallon, it has been sold as high as $2.50 and $3.00 on the premium basis. Of course, the buyer for the institution receives the premium somewhat as a gift, if it can be called that.

This matter has been under investigation by the Federal Trade Commission and still is, according to reports. Whether the Commission has jurisdiction because of the manner in which this premium business is done, has been questioned in some quarters. This, however, should make little difference to the houses which continue to give premiums. The system is wrong, distinctly wrong, and is doing the whole industry an injustice. Not only does it reflect on those houses which enter into it, and those who substitute cheap, adulterated

Insecticide and Disinfectant Section Begins on Page 49

products to absorb the cost of the premium, but it hurts legitimate business even more. It has discredited disinfectants and liquid soaps, good and bad alike, in many sections of the country. It is graft, plain and simple, irrespective of what the legal aspects may be, and graft means dirty business. Legitimate trade was never built on this basis and never will be. Premiums and the cheapening of products which attends them, will continue to discredit all disinfectant business until they are universally wiped out.

Glycerin Research

Come what may, dynamite manufacture is the largest and most certain outlet for glycerin production. Were the dynamite business denied to glycerin, it would strike producers and refiners one of the hardest blows imaginable. What would happen to the glycerin market and to prices does not make a pleasant mind picture.

In the field of non-freezing explosives, rumblings have been heard for a long time. The thought that glycerin might have competition in dynamite manufacture has brought alternate periods of fear and assurance. Today, it is heard that glycol has made heavy inroads into glycerin in the explosive field; tomorrow, the glycerin folks assure themselves that glycol is not a success. Be that as it may, more and more dinitroglycol is being used in non-freezing dynamites than ever before.

On good authority, the statement has been made that the production of ethylene glycol during 1926 will be more than double that of 1925. Future plans call for further expansion of production—not overnight, perhaps, but steadily, as the material finds new and increasing markets. That this product is a direct competitor of glycerin cannot be denied. Its more or less synthetic nature gives it an advantage over glycerin.

In the flush of present demand and high prices, and apparent inadequate glycerin production, a warning of conditions which may arise some time hence, possibly seems slightly overdrawn. Nevertheless, vision is absolutely essential to industrial security. Ethylene glycol is a product of chemical research, a product developed with an eye to the future. There is only one thing which can compete with research, and that is research. If it be only a fellowship or two at Mellon Institute, exclusively on glycerin, this research thing should be started now, individually or jointly by those financially most interested in the glycerin business. Then, irrespective of what happens, glycerin will be prepared as best it might, to meet competitive progress step by step on an equal footing.

Apples are not picked from the tree the same season the seed is planted.

A Soap Association

It has been said of certain industries that there have been few successful firms within their fold which had not been through a bankruptcy or two in their day. Because in former years, soap industry associations have fallen by the wayside, is really not a logical reason why an exclusively soap industry association could not be successful today. This is the day of the trade association. They are recognized as good things by the Government, and are receiving full co-operation from the Department of Commerce. The day of Government opposition has passed.

Within the soap industry, the association question is somewhat complicated. A number of the large soapmakers are now affiliated with partially allied groups, some of them rather half-heartedly. Then, there is also the Bureau of Raw Materials for American Vegetable Oils and Fats Industries. Many of the larger soap manufacturers are members of this group, which has done much good work. There might be here the nucleus of a soap association, although most of the Bureau's activities in the past have been legislative and governmental in connection with raw materials, chiefly fats and oils.

An industry which buys over two hundred million dollars worth of raw materials yearly, exclusive of machinery and packages, and sells some three hundred and ten million dollars worth of finished goods, could certainly find use for an association devoted exclusively to its interests. Some of the present affiliations give the impression of the tail wagging the dog. Most certainly surface indications point to a strong soap industry association as a valuable thing. Whether it is expedient at this time is best appreciated by the leaders within the industry.

Dr. Bogert, the eminent Columbia professor of organic chemistry, was recently quoted as stating that soon synthetic perfumes would completely displace natural and flower products. We believe that this will be strongly contradicted by practical perfumers. If Dr. Bogert has been correctly quoted his closeness to synthetic chemistry has probably made the wish father to the thought.

The Basis of Price Maintenance

Economic Common-Sense in Merchandising Branded Goods as Seen From the Manufacturers' Angle

By John W. Bailey
General Sales Manager, The Tanglefoot Co.

PRICE maintenance is one of the most fundamental economic problems confronting business today. It is commonly defined as the exercise of control over the resale price of merchandise sold for distribution. This phase of the problem has been a subject of almost perennial business controversy. After a lapse of about nine years it is once more assuming prominence—and in the United States we have before the Senate the Capper-Kelly bill to legalize resale-price agreements on branded goods in competitive fields.

Some men look upon price-maintenance legislation as a sort of cure-all formula to save the manufacturers of branded merchandise from extinction. Enemies of the plan see it as an organized effort to reduce retailers to a state of economic serfdom. Both of these views are ignorant and absurd. My purpose here is to swing entirely away from the narrow concept of the subject and get down to the fundamentals that affect all of us. Price maintenance is a broad term—not one applying to a specific condition—and it is in this respect that I will use the expression hereafter.

Let's forget the wholesaler and retailer for a moment and focus on the manufacturer. When a manufacturer cuts prices, cheapens quality, consigns goods or offers to subsidize salesmen, it is a safe bet that he is getting desperate. He is admitting that he is forced to employ strenuous, if not actually ruinous methods, to keep his business alive. Such merchandizing practices do not mean greater profit to the jobber or retailer—or greater values to the consumer. Invariably, they set destructive forces in motion—with the result that everyone concerned, from the manufacturer to the consumer, gets burned.

A great manufacturer is only great if he is also a great merchandiser as well."

"Some men look upon price maintenance legislation as a sort of cure-all formula to save the manufacturers of branded merchandise from extinction. Enemies of the plan see it as an organized effort to reduce retailers to a state of economic serfdom. Both of these views are ignorant and absurd."

Without touching on the legal aspects of the subject at all, Mr. Bailey discusses price maintenance from the angle of plain "horse-sense merchandising by manufacturers.—The Editors.

Before we can find a solution for a problem as broad as price maintenance, we must break it up and see what it is all about. Price appeal in itself is never a real selling appeal. There must be value for that price. Let's examine the relation between price and value. Here, for example, are two pieces of bond paper. They are exactly the same in size, weight, quality and everything else except the printing on them. One is worth a hundredth part of a cent—the other is worth $50 because it is issued by the treasury of the United States. This relationship between price and value is basic. It pertains to merchandise just as fully as it does to currency. What is the relative value of two pieces of goods? At what price is one or the other of them a bargain One carries the brand of a reputable, nationally known and advertised firm. The other carries an

unknown trade-mark. The answers to these hypothetical questions are obvious.

Before going further, we must look at our buyers. The people of North America have their heads up and their eyes raised. They are upward-looking people. America is only a few generations removed from Europe. To get a picture of the American people, their evolution and development we must study central Europe, analyze its conditions, customs and characteristics and see how these people come to this continent. By doing this, we get a better idea of American buyers.

Central Europeans are accustomed to gather their gossip, ideas and news piecemeal by word of mouth as it is passed down from the upper classes. When the central European comes to America, he is headed straight for some particular district in Toronto, Montreal, Detroit, Chicago. He has been in communication with some friend or relative already on this side, and that person is perhaps his one point of contact with the New World. He comes bringing his European habits and modes with him, but his head is up and his eyes raised. He is coming to the land of opportunity. He may have to buy the cheapest things at the outset, but he is looking forward and up to the time when he can buy the best—the brands that the washwoman, maid, butler or chauffeur says must be the best because Mrs. So-and-So uses them. Here is your word-of-mouth advertising again—advertising that harks back to the central European town crier!

Price Buyers and Others

AMERICA is divided into two broad strata. One class is compelled to buy absolutely on a price basis. If socks can be bought at 15c, they will buy at this price. If they have to pay a quarter, they will, but if it is possible to buy at 15c they will. One storekeeper can offer his stock at 50% off, but if another is in the position where he has no control over his stock and sells cheaper, this class will buy from the latter merchant. This business is not worth anything to anybody and cannot hold a market from Monday to Thursday.

There is another class that is watching pennies, but these people are not forced to buy 15c socks. They buy lots of Campbell's soup and other things. They are in what is considered a fair position. Offer them a Gillette razor or some other article a little off on price and they snap it up. But, they will not touch unknown merchandise because of price. They tried that before and they have been stung. This is the group on which you can build markets, the group from which your merchant can get steady customers and a turnover sufficient to make money on. This is the type of business that enables you to make a profit. There is another extreme of price buyers who don't know value. These people got a lot of money by bootlegging, etc., and if a thing costs enough money they think it must be good. They buy solely on a price basis.

Retailers have divided stocks into two classes. One class has no identity at all, no known value behind it and is sold on a price basis only. If storekeeper Jones down the street puts on a sale of some article at 10c each or three for a quarter, another merchant must meet the price if the article is just socks or fly paper of an unknown brand. Another merchant sells on a combination value and price basis. Except for speculation, he makes money.

Two Types of Manufacturers

MANUFACTURERS are divided into two classes: the fellow who gives dealers what they think they want, and the one who gives them what they need. We can forget the former. An investigation was conducted into the business of a manufacturer who received a lot of small-volume orders, running as low as a dollar each. It was found he had 200 dealers in the city of Buffalo. He was perfectly sincere and trying to do the best thing for his dealers, the consumers and himself. The manufacturer said that the business didn't lend itself to national advertising, that it was essentially suited to the newspaper type of advertising, that the business because of size of orders naturally lent itself to big cities.

An effort was made to break down the cost in his business, such cost as did not change with the size of the order. There was not a great difference between the cost of handling a $10 order, including delivery, and a $50 order. Approximately half the dealers were actually losing him money in the sense that his cost per order was too much for the amount he was making on 100 of those 200 dealers. It was found that in the smaller towns where he thought he didn't have a market, the volume of business was more profitable than that of any of the 200 Buffalo dealers. A comparison was made of business received from two dealers, $1430 form a Buffalo dealer and $1437 from an outside dealer. The business of $1430 came in the form of 217 orders and cost more money to handle than the profit. It was found that the business of $1437 from the outside dealer came in 17 orders and was profitable.

What has that got to do with price maintenance? It has this to do with it. A manu-

facturer has another problem which ordinarily the retailer does not think about—proper diversification of distribution, proper distribution of his merchandise and what it costs to get it into those different channels to a satisfied group of dealers who will come back with more orders and provide constancy. Most price merchandise is sold in cities, and price competition has a relation to the size of the town.

Most manufacturers make good products, but some of them merchandise them so poorly that they come to grief. Factory costs must be paid by the consumers, and uncontrolled costs will slow down a dealer's turnover and will culminate in mounting prices when he thought he was giving them low prices. Some of them do not know the fundamentals of market building.

Value and Price Maintenance

IT IS perfectly obvious that a manufacturer cannot go out and maintain price with all dealers. Some dealers cannot be made to see this thing, and they belong to the 90% going out of business. We sympathize with them, we are sorry for them, but much as we would like to have their business, we cannot afford to deal with them. We want dealers who see the reason back of price maintenance. We must deal with only that part of the population who can see values, only those dealers who understand the true underlying reason for price maintenance.

There is a consoling thought for the manufacturer who builds that kind of a business. He gets constant turnover, the best customers, steady business. There are two results that follow. One is that his costs of doing business, both in selling and manufacturing, go down as a result of control and stability, he gets the smart dealer who sees price in relation to value, and he can further reduce price without taking it out of the dealer's hide. The other interesting thing is that practically all the penalty type of business of a town goes to the dealers who don't believe this thing, who just want price and nothing else, the fellows who must cut prices to get goods off th eir shelves.

The Haggling Trader

THERE are two types of merchants. One has a turnover, profit, a business steadily growing in volume. He stays in business. He gives people what they want or think they want, at a fair price. The other group belongs to the 80's when the biggest haggler, liar and manipulator got the business. Price bargaining is an inheritance of the East. It goes back to early centuries of bargaining and trade. That is what the price man is playing with. He cannot build a national market on that type of business. The price man goes back to the days when "caveat emptor" or "let the buyer beware" was the maxim for the man who wished to make a purchase. That is not the progressive American policy and is diametrically opposed to it.

Today, a man can buy a well-known brand with the knowledge that if it doesn't live up to its name, he can take it back to the merchant and he will make good. This is the new method of buying. This phase of modern merchandising is based on the consciousness of value in the minds of American people with their thought of eyes up, heads up, and getting the best in life. America is inherently value-conscious.

A group of poor manufacturers in an effort to sell a group of short-sighted dealers has been making a certain stratum of America price-conscious. A good manufacturer won't do that. He is fighting that thing because he knows that he cannot build a business on it for himself or his dealers or his customers. That good manufacturer is justified in asking faith in himself and his merchandise, and the price he puts on it. He is fighting, confident that the class best equipped to live will follow him. And he knows that as he progresses the cheap and foolish will follow along. The best manufacturer is great because through sales control he gets the sympathy and sales cooperation of the best distributive outlets. He controls sales because in that are controls which he cannot get in any other way. A great manufacturer is great only if he is a great merchandiser as well.

The United States exported 3,376,722 pounds of soda ash, valued at $78,097, during May, 1926. Mexico and Canada were the principal purchasers. Similar figures for caustic soda give exports of 8,280,084 pounds with a value of $253,919. In this case, Mexico and Japan were the principal purchasers. During the same period, 330,397 pounds of washing powders and fluids, valued at $17,196 were exported, the greater part going to Canada.

Exports of blackings and polishes, during May, showed no radical change as compared with previous months. Metal polish exports totaled 309,965 pounds, valued at $42,506, shoe polish valued at $98,758 and reaching 359,202 was shipped, with all other blacking and polish exports amounting to 266,467 pounds, valued at $49,569.

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Analysis of Canada's Soap Industry

Bought $8,000,000 Worth of Raw Materials in 1924—
Lost ground in 1924, but Recovered in 1925—
Finished Products Brought $14,000,000

CANADA's output of soaps and allied products was somewhat lower in 1924 than in 1923, according to a comprehensive final report just issued by the Mining, Metallurgical and Chemical Branch of the Dominion Bureau of Statistics. The accompanying table gives detailed information regarding the position of the Canadian soap industry together with production figures, raw material costs, etc., for firms manufacturing washing compounds. The preliminary figures for 1925, published several weeks ago, show that the industry has gained back the lost ground and has even gone ahead of 1923, which was the best year since the 1920 post-war boom.

The survey showed that production of household soaps dropped nearly six million pounds, in 1924, with a corresponding gain being registered in laundry and chip soaps. Other soaps, including toilet soaps and soap powders all showed decreases. Washing compounds were valued at less in 1924, than in 1923, but were not radically lower. The report indicated that most of such products were being made in small plants, where the production value was usually larger than the investment in plants and equipment.

Of the 33 plants making soaps in 1924, there were four with a production of over a million dollars each and twelve where the value of products exceeded $200,000. The tendency in Canada, as in the United States, is toward concentration of the industry in large factories. This is illustrated by the fact that in 1880, there were 78 Canadian soapmakers, whereas the 33 now in existence are making over ten times as much soap as did the original 78.

The figures covering the number of wage earners show that the loss in 1924 business was caused by a steady dropping away through the year, as in January, 1924, there were 1,087 wage earners employed as against only 943 for the last month of the period. These wage earners were paid an average of $1,043 each per annum, as compared with an average wage of only $997 in 1923. The plants operated on an average of 297 days, during the year, with a 32 per cent labor turnover.

Eight Million For Raw Materials

MANUFACTURERS of soaps spent almost eight million dollars for their raw materials, during 1924, as compared with close to eight and a half million dollars through 1923. The survey indicates that this money was spent in the following manner:

Materials used	1923 Pounds	1923 cost at works $	1924 Pounds	1924 cost at works $
Castor oil	40,072	5,924	3,251	595
Cocoanut oil	10,610,230	946,689	9,431,213	868,115
Corn oil	—	34,678	156,478	16,387
Cottonseed oil	133,572	10,473	144,570	11,981
Essential oils	—	81,779	—	152,397
Fatty acids—stearic, etc.	257,896	26,108	878,948	60,952
Feldspar	1,500,000	24,565	700	23,082
Foots (cottonseed, olive, etc.)	—	150,479	—	179,794
Glycerine, crude, purchased	3,072,201	318,106	2,597,854	200,906
Glycerine, refined, purchased	31,020	6,663	35,751	7,294
Linseed oil	—	18,194	47,381	21,000
Olive oil	500	138	3,485	361
Palm oil	3,133,848	266,340	2,695,204	216,272
Peanut oil	377,162	36,258	358,271	35,357
Perfumes	—	137,346	—	108,118
Petrolatum	—	—	55,582	2,260
Potash, caustic	713,228	29,551	123,484	8,400
Rosin	9,149,956	309,171	8,508,417	266,916
Silica sand	5,242,000	61,569	2,599	72,049
Soap powder	—	—	37,373	4,748
Soda ash	7,133,213	146,629	6,971,436	135,277
Soda, caustic, dry	7,318,688	295,861	5,834,054	216,295
Soda, caustic, in solution (basis NaOH)	3,587,561	132,349	4,931,965	178,512
Sodium chloride	2,229,060	13,499	2,381,653	14,273
Sodium silicate	10,664,232	99,847	9,132,675	83,315
Soya bean oil	7,339,517	527,883	2,247,504	167,545
Talc	319,687	4,891	262,292	3,495
Tallow, grease, and other soap stock	35,795,735	2,836,017	41,630,805	3,322,277
All other materials	—	286,902	—	241,520
Shipping containers (boxes, cartons, etc.)	—	1,647,230	—	1,115,351
Total	—	8,455,229	—	7,821,844

Washing compound manufacturers expended $108,295 for their raw materials, through 1924, as compared with $103,725, during 1923, the money being spent for the following products:

Materials used	Pounds 1923	Dollars 1923	Pounds 1924	Dollars 1924
Calcium chloride	655,315	12,839	524,403	12,438
Petrolatum	—	—	5,625	450
Rosin	—	—	7,660	230
Soda ash	1,445,565	28,149	1,308,726	26,442
Soda, caustic, dry	—	—	80,000	3,200
Sodium silicate (water glass)	—	—	13,530	183
Tallow, grease, and other soap stock	—	—	135,147	13,464
All other materials	—	39,015	—	22,589
Shipping containers (boxes, cartons, etc.)	—	23,722	—	29,299
Powder, other cleaning and scouring		1,556,901		172,129

The companies reporting to the Dominion Bureau of Statistics were of course classified under the heading that seemed to suit their particular type of business best and the general figures for each industry were arrived at in that manner, but in order to present an accurate record of the individual products, a separate list, combining the reports of all manufacturers, was given. The various quantities of soaps, polishes, cleaners, disinfectants and allied products manufactured, together with their respective selling values follow:

Commodity	Pounds	Selling Value
Cleaner, hand	—	$ 178,680
Compounds, sweeping	—	73,360
Compounds, washing	—	169,630
Disinfectants	—	132,588
Glycerin, crude sold as such	3,250,408	347,574
Glycerin, prepared	2,641,934	532,586
Glycerin, refined	3,367,899	690,295
Polish, furniture	—	195,658
Polish, harness	—	11,768
Polish, metal	—	16,836
Polish, pastes and shoe dressings	—	485,591
Polish, stove	—	181,888
Polish, n. e. s.	—	48,626
Powder, other cleaning and scouring	1,556,901	172,129
Powder, soap	12,442,762	984,976
Soap, foots	137,287	11,426
Soap, household	41,075,620	3,107,893
Soap, laundry and soap chips	43,026,334	4,150,022
Soap, liquid	—	50,425
Soap, polishing and scouring	2,189,883	166,717
Soap, all other hard	3,262,558	249,288
Soap, soft	909,961	60,501
Soap, toilet	15,905,020	2,642,719
Soap, n.e.s.	238,861	26,369

Toilet Goods Production Also Lower

THE Canadian toilet preparation industry suffered a loss in 1924, corresponding to that of the soapmakers. The total selling value of perfumery and toilet goods reached $2,443,581, as compared with $2,620,424 in 1923 Raw materials cost these manufacturers $848,946 as against $841,798 in 1923. It is interesting to note that firms classified as toilet goods houses made soaps valued at $149,715 while companies classed as soapmakers produced toilet preparations valued at $259,722. It is also interesting to note that in the purchase of essential oils, the Canadian soapmakers led the toilet goods and perfumery houses by a wide margin. The report shows that the soap trade spent $152,397 for essential oils, in 1924, as compared with $104,670 for the toilet preparation manufacturers during the same year.

Imports Drop—Exports Gain

CANADA'S imports of soaps fell off considerably in the fiscal year ending March 31, 1925. The total value of goods imported in that year was only $1,173,121, as compared with the average annual figure of $1,354,871 for the preceding five year period. The bulk of the imported soap consisted of laundry soap, valued at $747,410, toilet soap, bought for $237,902, castile soap, valued at $72,932, scouring soaps, costing $70,376 and soap powders, valued at $31,663. Small quantities or harness, liquid, and whale oil soaps were also imported. The main cause of the substantial reduction in Canadian imports of soap was the fifty per cent reduction in toilet soap purchases and the absence of any buying of soap powders.

While imports were dropping exports showed a substantial increase. The value of soaps exported during the year preceding March 31, 1925, reached $594,059, as compared with the preceding five year average of $461,496 per year. Toilet soap accounted for practically all of this, the value of the exports, amounting to $557,354. No other individual items were listed in the soap exports.

Polish Production Also Drops

CANADIAN makers of polishes, dressings and sweeping compounds also felt the effects of a poor 1924, when the production value of polishes and dressings dropped from $1,765,161, in 1923, to $1,464,975, in 1924, and the sweeping compound houses sold only $64,208 worth of goods in 1924, almost half the amount disposed of in the previous year. The polish manufacturers spent $583,751 for their raw materials, in 1924, most of which went for containers, the total in this direction being $268,352. Other important raw materials were turpentine, waxes, shellac, dyes and colors, carbon black graphite and naphtha.

Ontario Leads in Soapmaking

ONTARIO is the leading soapmaking province in Canada, 33 of the 66 firms reporting in the soap, washing compound and toilet preparation group being located in that district. Their combined capital was $10,821,682, as compared with the total capitalization of the group of $16,367,069. The value of products produced in Ontario, in 1924, was $9,889,493, as compared with the group's total of $15,965,318. Raw materials cost Ontario soap, washing compound and toilet goods manufacturers

over five and a half million dollars as against the group total of $8,782,085. Quebec firms ranked second, with a production valued at $3,448,408, twenty companies, having reported from that province. Three Manitoba companies produced goods valued at $838,114 and Saskatchewan and Alberta products sold for $386,368, five plants reporting. Four firms were listed from British Columbia and one reported from the province of New Brunswick, but no group totals were given in either instance.

Manufacture of Soaps and Washing Compounds in Canada

Soaps—	Number of plants	Capital employed	Number of employees	Salaries	Wages	Cost of fuel and electricity*	Cost of materials	Selling value of products	Value added by manufacturing
		$		$	$	$	$	$	$
1920	26	14,858,770	1,481	629,525	956,826	334,783	7,695,474	13,211,414	5,515,940
1921	28	14,499,010	1,456	780,263	1,135,789	428,524	11,831,566	17,410,826	5,579,260
1922	32	13,881,099	1,447	776,877	975,539	336,538	7,534,475	13,132,290	5,597,815
1923	33	13,774,170	1,591	885,508	1,080,407	332,071	8,455,229	14,939,786	6,484,557
1924	33	14,497,596	1,464	810,047	1,038,282	264,451	7,824,844	13,187,267	5,362,423
Washing Compounds—									
1920	12	157,543	84	42,500	46,067	2,222	129,800	316,176	186,376
1921	15	256,111	77	55,929	49,044	2,175	117,230	340,107	222,877
1922	13	274,660	85	75,966	47,711	2,180	124,625	354,328	229,703
1923	11	283,851	83	66,583	46,671	2,040	103,725	348,801	245,076
1924	9	251,829	67	82,636	52,981	3,494	108,295	334,470	226,175

Decree in Jergens-Bonded Case

A decree in the case of the Andrew Jergens Company, Cincinnati, against the Bonded Products Corp., Brooklyn, N. Y., in recent litigation covering the use of the name "Woodbury" on soap labels and advertising was entered in favor of the Jergens Company on July 12 at the direction of Judge Robert A. Inch, United States District Court at Brooklyn, awarding costs, damages and profits against the Bonded Products Corp. The decree stated in part as follows: "That the defendant Bonded Products Corp., its officers, agents, servants and employees be, and the same are, each and all, hereby perpetually enjoined and restrained—

(1) From selling, offering for sale, putting on the market, directly or indirectly, any soap with a wrapper or other advertising on which the name "Woodbury" appears, unless a plain disclosure also appears on said wrapper and advertising, sufficient to reasonably avoid the confusion that now exists in the market, as to the source from which said soap comes, so that the ordinary purchaser may hereafter be plainly and easily informed that said soap is not the soap manufactured and sold by Plaintiff, but is one manufactured and sold by and for some Woodbury whose entire name, if used at all, shall be plainly set forth.

(2) From selling or offering for sale, manufacturing or wrapping soap, upon the wrappers of which, enclosing advertisement or otherwise there appears a reference to either "John H. Woodbury" or the "Woodbury Dermatological Institute" or any plain or subtle reference thereto.

(3) From advertising, manufacturing, wrapping, selling or offering for sale any soap upon the wrappers of which, the soap, or advertising thereof the word "Woodbury" appears unless same is clearly distinguished from the soap manufactured and sold by Plaintiff, so as not to induce the belief on the part of the public that Defendant's soap is the well known "Woodbury's Facial Soap" or some new brand thereof.

(4) From using, in connection with the advertisement, offering for sale or sale of any soap, labels or packages, identical with or like Plaintiff's label.

(5) Be required to account to plaintiff for any and all profits derived by it, by reason of its violation in the above regard and to pay to the plaintiff such damages as it may have sustained by reason of the unlawful conduct of the defendant, and that this cause be and it is hereby referred to the Special Master Louis R. Bick who is hereby appointed to take and state an accounting to the plaintiff for any and all of said damages, with full power to subpoena and order the attendance of witnesses, the taking of depositions and the production of books, papers and documents pertinent to the taking and stating of said accounting for profits and damages and to report said accounting and statement of profits and damages as aforesaid as by law provided.

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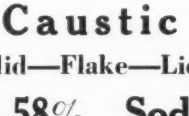

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Characteristics of Some Soap Perfumes

A Discussion of the Relationship Between the Basic Material and Odor Types in Finished Soaps

By Ernest Schiftan

in the Seifensieder Zeitung, (1926, *p.* 240; 1925, *p.* 133)

THE cases in which strong smelling soaps are wanted, can be divided in two classes, one in which only cheap odors are considered and the stress is put on strength and not on delicacy, and the other where a high quality perfume has to work up sufficiently strong that the hands are perfumed after washing. In those cases, the skill is not to add as much as possible of the perfume to the soap, but the intensity must be in the character of the odor. With the cheap perfumes, the strength is obtained by the use of an intensive artificial perfume. As such, the esters of salicylic acid are useful, also benzyl acetate and other esters. Some aldehydes are very strong in soaps, but their stability is limited.

To determine the usefulness of a perfume for this purpose, one has to test the distance at which a drop on a testpaper is perceptible. If a material appears to be strong, it is not certain that it will also come out strong in the soap. There are many perfumes which cause disappointment in this respect, and an actual test in soap is advised. A good perfumer will never make a perfume with one oil, but will try to build a finished individual compound. Even with the low priced perfumes, good results can be obtained, when the perfumer understands how to combine several strong bodies with a harmonic base and thus to get a mixture in which each individual part cannot be recognized.

Advantage in Fixative Properties

AS a base to compound intensive odors, those bodies are most useful which have fixative properties. Their odor must not be too strong, but it must penetrate the mixture after some time. Representatives of this group are terpineol, phenylethyl alcohol, and as a natural product, balsam of Peru. At the present, musk xylene can also be used on account of its lowered price. Not too much of the weak odors can be put in the compound, because they not only dilute, but force back the odor.

With expensive perfumes, the matter is more complicated. The strength has to be accompanied with a certain mellowness, as is expected from an agreeable odor. Mostly natural products are used in contrast with the cheap perfumes where synthetics are employed. It is very difficult to make a floral odor strong in soap. Jasmin and lilac perfume can be obtained in a certain strength, because they are in themselves intense odors, but a sweet lily of the valley with intensive odor in a soap will hardly ever be found. The main body of lily of the valley, hydroxycitronellal, is not stable in soap. One has to use here the trick of applying a somewhat perfumed floral smell instead of the pure natural odor, as is done too with rose and other like odors. The smell has to be chosen so that the flower is recognizable and the impression of the odor as a whole is of flowery fragrancy.

Strong Phantasy Odors

STRONG phantasy ordors are at present numerous, because here one is not dependent upon any perfume, when within the limits of delicacy of smell. Amongst the more expensive materials, there are many with no strong odor of their own, but their characteristic odor is determinative for any mixture in which they occur in a somewhat large proportion. Their character comes to full value when mixed with other strong smelling materials and the mixture, or better the perfumed soap, is given some time to develop.

For example 10-15% sandalwood oil added to a mixture of essential oils does not show up at first and seems to weaken the odor. But in a perfumed soap, it comes out in about 1 to 2 weeks and it appears so strong to suppose a higher percentage than actually is put in. Here we have an intensive strong odorous body. Patchouli oil has a similar action, whereas vetivert oil at the beginning comes in the foreground through its strong grassy terpene smell. In using intensive bodies in soap, better odor can be gotten than with weak materials even when used in double or triple amounts. The in-

tensity of a perfume in a soap is also dependent upon the moisture content of the soap. To prevent the perfume separating out in the very dry soap, it is advisable to add a non-volatile solvent for the prefume. The perfume being constantly in solution will always come out right.

(*From* 1926, *pg.* 240, *Seif. Ztg.*)

EVERY perfume, even the lowest priced one, must work up agreeably. The agreeable action can be gotten by putting together several odors to a harmonic compound which must appear to the layman as an individual total. To find the right arrangement, the perfumer has to know the materials and their action in soap. The most important thing is his skill, obtained by natural talent and study, but in general, some systemic relations of the materials can be given.

The most delicate and finest perfumes are not always the most intensive and as such do not show up in the soap. For example, geraniol to bring out the rose odor, terpineol as the base for lilac, hydroxycitronellal as the base for lily of the valley, and also real lavender, all of them used alone do not give an intensive perfume. On the other hand, we have perfumes which are extraordinarily strong, too drastic, and too one sided. Representatives of this group are the artificial violet oil and its derivates, bromostyrol (the base of hyacinth), benzyl acetate (jasmin), amyl salicylate (orchidee and trefle), citral, etc.

Every soap perfume has to be compounded by selecting a base which is sustained and made stronger by different strong odors or the smell tempered by weak odors. Many perfumes, and specially most of the essential oils, are links between the extra strong and the weak odors and give the compound the finish and the charm.

Outside of these general points of view regarding the nature of the perfume itself, the unison of odor bases in certain proportions is decisive for the desired finished odor. Especially with the making of floral odors, the mistake is often made that the perfume is composed of oils which emphasize only one side of the character of the flower. For example for the smell of rose, nearly always geraniol, citronellol or rhodinol, geranium oil or some artificial rose are used. The result is a dull, one sided odor without the aroma of the flower.

Here those perfumes are lacking which represent the characteristic additional odors and which give the charm of the natural rose. Linalool or geranyl acetate for the freshness, phenylethyl alcohol to represent the sweetness, and traces of patchouli, vetivert, moss extracts and like products to give the undertone of the putrefying calyx, are desirable.

Floral Note Important

WITH phantasy odors, no special base is present because the character is formed by different bodies which are equal in their action. None of the individual components should stand out too prominently, resulting in a monotonous combination. Interesting effects can be had by adding small amounts of intensive smelling oils and by moderating the contrasts.

First of all, it never should be forgotten to add to every phantasy odor, even the most exotic, floral bodies. That means those that represent the smell of a blossom, e.g. jasmin, rose, orange, etc., in contradiction to phantasy odors representing resins, woods, roots, etc. Suppose the strongest of all oils, patchouli, almost resembling the combination of mould, rust and a trace of cinnamon, is used. If this is supported in a composition by vetivert, sandalwood, cassia and other oils, then unconditionally neroli, rose, geranium and other floral oils have to be added. Without these the total perfume would be without character and utterly insignificant. All perfumes for low priced soaps must be abundant and at the low price have as much as possible the properties of a good perfume.

Best Soap Oils to Use

The principal strong essential oils for cheap soaps are:

Acetophenon, when used only as high as 5%, in mixtures very effective for lilac and hay.
Amylsalicylate.
Isobutyl salicylate, orchidee and trefle, but useful in phantasy odors.
Ethyl and Methyl Benzoate, for ylang ylang, cloves, lilac, Lily of the Valley and phantasy odors.
Benzyl acetate.
Bromo styrol, only in small amounts.
Citral, not more than 5%.
Diphenyl ether.
Diphenylmethane, up to 30% in rose compositions.
Eugenol.
Iso eugenol and oil of cloves which give full effects in small amounts.
Neroli-Yara-Yara, in combination with lemon and neroli-like products.
Methylparacresol ether, to finish the above named benzoic acid esters.
The different esters of phenylacetate in traces for honeylike nuances.

Terpineol and cinnamic aldehyd and cinnamic esters.

Very important for low priced soaps is citronella and when used right very good effects can be obtained. The above named oils are all well known but by blending with skill new results can be obtained. Beware at all times of one-sidedness.

U. S. Soap Exports for May

May exports of toilet soaps amounted to 651,650 pounds, valued at $233,571. Laundry soap exports, for the same month, were 4,259,934 pounds, sold for $307,689. The figures for exports of all other soaps were 930,633 pounds, valued at $90,638. Shipments to non-contiguous territories, these figures not being included in the above totals, were 58,712 pounds and $16,604 for toilet soaps and 2,015,353 pounds and $152,289 for all other soaps. Cuba ranked first in receipts of American made toilet soap, with slightly over a hundred thousand pounds. Canada, British India and the Philippines followed, with shipments to those countries aggregating 87,731, 86,719 and 65,880 pounds respectively. Mexico led in buying laundry soaps, exports to that country reaching 1,128,640 pounds. The Haitian Republic was the second largest buyer of this class of soap, taking 591,205 pounds, with Canada, the Philippines, Panama, the Dominican Republic, the United Kingdom, Cuba and Honduras following, in the order named. No other country bought over 50,000 pounds.

These figures show the United States soapmakers to be considerably behind their British contemporaries, in the matter of export business. The total tonnage of the American May soap exports including shipments to non-contiguous territories reached 7,916,282 pounds whereas Britain shipped 13,683,152 pounds in the same month. The value of domestic exports for May was $800,791 as compared with a value of $1,333,165 for British exports, in the same period.

According to cabled advices from Bordeaux, France, the French naval stores market continued very firm up to July 1st. Favorable weather conditions have aided in bringing about a 10% increase in production. On July 1 water white rosin was quoted at 465 francs, WG at 460, and turpentine at 900 francs per 100 kilos.

Domestic exports of peppermint oil for May, 1926, totalled 3,734 pounds, valued at $47,212. Germany purchased about 50% of the entire amount.

Expect Higher Glycerin in Germany

That some producers are still retaining stocks of crude glycerin with the expectation of higher prices next fall, is indicated in a report on the situation from Fritz Fenchel, Hamburg glycerin broker, now in this country. He said: "In August 1925, when the first news about America using glycerin for anti-freeze purposes reached here, purchases began immediately via England. Due to the continual demand from August, 1925, up to the end of last year, prices rose rapidly, and only in January 1926, when American purchases diminished, prices declined again, and business became lifeless and dull.

The middle of April, 1926, important purchases for American concerns were made. This time, the inquiries came directly from U. S. A.; consequently, prices went continually upward. Quotations are as follows: Saponification, from $33.00 to $45.50; Soaplye, from $29.25 to $40.50; Dynamite, Nobel Test D.21, from $41.00 to $56.00. Prices per 100 kilos net, standard drums included, c. & f. New York, duty unpaid.

Recently, American demand has diminished again; this, however, is still without any influence on the European market, for most of the glycerin producers of Germany have sold their production up to the end of this year. On the other hand, American requirements for anti-freeze purposes are considerably over-valued in Europe, and so, producers of crude glycerin are not disposed to sell the small quantities available, as they are expecting still higher prices. Though at the present moment, the American demand for anti-freeze purposes has declined, it seems certain American explosives' concerns are actually in the market as buyers, and have difficulties to find in Europe the quantities they want, because goods are scarce. Besides, it must be admitted that the general production in European countries, especially in France, has considerably declined, notwithstanding the fact that in Germany—on account of the improvement of the general situation—production is rapidly increasing again and might be—at an approximate estimate 8,000 tons. It has specially to be noted that most of the big German soap producers have again started distilling glycerin."

A prophesy that synthetic perfumes will soon replace natural perfume products was made by Prof. M. T. Bogert, Senior Professor of Organic Chemistry, Columbia University, in the first of a series of 26 summer lectures at the University.

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Castile Soap Time Limit

In response to an inquiry on May 19 by SOAP as to the time involved in attempting to enforce the castile soap decision of the Federal Trade Commission, the Commission has advised as follows under date of July 28:

Editor of SOAP:

In order to permit of the disposition of stocks and labels now on hand, the Commission has directed that all concerns be given until January 1, 1927, to dispose of such materials. This time allowance applies to manufacturers, wholesalers, jobbers and retailers alike, irrespective of whether or not they have stated their intention to comply with the announcement of May 12, 1926.

There is enclosed herewith a copy of the announcement of May 12th.

By direction of the Commission:

OTIS B. JOHNSON,
Secretary.

Federal Trade Commission,
Washington, D. C.,
July 28, 1926.

Hearing in the castile soap case against James S. Kirk & Co. was postponed from July 21 to Sept. 7.

White Soap Due to Rosin Cost

Stating that the use of rosin in soaps had been confined chiefly to yellow laundry soaps and high prices were causing a turn to white laundry soaps, F. J. Arthurs of the Larkin Co., Buffalo, N. Y., said further before the 29th annual meeting of the American Society for Testing Materials recently at Atlantic City: "The rosin should be clear and true to color throughout each package. Moisture is objectionable. Dirt is not acceptable. Opaque rosin is not desirable on account of the uncertainty of remelted color. In other words, soap manufacturers are vitally interested in what quantity of dry, clean, clear rosin they have to use in soap for a given expenditure.

"Generally speaking, rosin has been used in soap manufacturing as extensively as the grade of soap would permit, just as long as it cost less per net pound at the soap kettle than any fat that could be secured to incorporate into that same grade of colored soap. Advances in cost per net pound of rosin in recent years have had a great deal to do with the introduction of white or light-colored laundry soaps and chips. Many fats at present cost less per net pound at the soap kettle than a net pound of rosin of "H" or lighter grade."

Sellers Holding Glycerin Tight

Although demand is reported temporarily slow, holders of glycerin are refusing to sacrifice stocks below the current market, according to Parsons & Petit, New York, in their market letter of August 6th. They say: "A few sales of dynamite have been reported, but not confirmed, at prices varying between 27c and 28c, in the East, but in the West sellers are holding for higher prices. European goods are offered here at 28c per lb., ex dock, duty paid. It may be said about all grades of glycerine that those producers who have cars for sale are in the most part unwilling to dispose of them at the present time and have withdrawn them from the market. The reason for this is that the few buyers who are willing to bid are making offers far below the intrinsic value of the goods, in hopes of picking up a bargain on a distressed sale. Therefore it remains to be seen whether or not sellers can uphold prices by refusing to sacrifice their goods and waiting until a real buying demand comes.

Crude: There have been no trades in Saponification that we have heard of and the only car offered did not draw any bids from buyers except under the market so it was promptly withdrawn. According to foreign advices this grade is worth about 21c per lb., basis of 88%, ex dock New York, duty paid. Crude sold around 18c basis of 80% loose, f. o. b. shipping point, but most sellers are holding their goods back in anticipation of better prices. Chemically Pure: So far the decline in price for other grades has not affected this and refiners report that they are doing a good current of business at 30c to 32c per lb., in bulk, but only with their regular customers. Of course those prices cannot be maintained provided the present reaction in the other grades becomes more exaggerated."

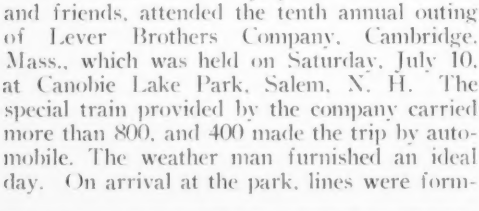
Soap dealers in Canada are reported using the premium gift effectively. In one case, a grocer supplies a 45c pan filled with one dollar's worth of soap for $1.49. This allows a 13½% profit on the soap.

The Italian government, by a ministerial decree, effective July 1, cut the sales tax on soap from 3% to 1% ad valorem. The same decree lowered the sales tax on perfumes, toilet articles and cosmetics from 3% to 2%.

Because of strikes in the coal-mining regions of England, it is reported that sales of soap by the Co-operative Workers' Society have fallen off materially.

Lever Bros. Hold Annual Outing

More than 1,200 employees, their families and friends, attended the tenth annual outing of Lever Brothers Company, Cambridge, Mass., which was held on Saturday, July 10, at Canobie Lake Park, Salem, N. H. The special train provided by the company carried more than 800, and 400 made the trip by automobile. The weather man furnished an ideal day. On arrival at the park, lines were formed, and the crowd marched behind Stiles' Military Band to the ball ground where Albert Miner called out contestants for the sports.



Winners of the Special Obstacle Golf Tournament of the Lever Brothers Company held recently for the President's Cups, donated by President F. A. Countway. Left to right: Edwin D. Ryer, winner of gentlemen's cup; M. J. Roche, chairman of the Golf Committee; Miss Edna C. Rogers, winner of the ladies' cup.

The contest arousing the most interest this year, as it did last, was the Obstacle Golf Tournament for the President's Cups—two handsome solid silver trophies donated by President F. A. Countway. There were more than 75 contestants. Edwin D. Ryer and Miss Edna Rogers came through with the lowest scores. The track sports provided several comedy events, chief among which were the chewing contest for girls, the hoop-rolling contest for girls, and the three-legged races. The annual ball game between the works and office was replete with heavy hitting, but in the last inning the works scored four runs and won the game by the score of 16 to 11. Comptroller Arthur MacIntyre's home run hit of the first ball pitched was a feature of the game.

The company comandeered the bowling alleys for the day, and also took over the dance hall for the day. Music for dancing was furnished by the Canobie Lake orchestra and several novelty events were held, such as the old-fashioned prize waltz, which was won by Hugh Kelly and Miss Gertrude Martin. There was also a prize Charleston contest from which Arthur Gore and Miss Helen English emerged victorious. The bugle sounded for the return at 5 P. M., when the Lever special train got under way for Boston with a tired, but happy crowd.

The management was represented by President F. A. Countway; Russell White, General Manager; Arthur F. Bernhard, General Sales Manager; Arthur C. Roche, Treasurer; Walter E. Lannefeld, Assistant to the President; Grafton B. Perkins, Advertising Manager; J. R. Cove, Works Manager; Floyd S. Davis, Secretary; and H. A. Morrison, J. W. Bodman, George Greene and J. W. Hegeman of the works management.

Expect 10% Soap Trade Increase

A generally satisfactory condition of business in the Middle West will continue for the next three months, according to the Mid-West Shippers' Advisory Board of Chicago. Increased business was predicted for the soap industry, compared with the same period in 1925. In a detailed statement regarding the soap business and shipments, the Advisory Board states: "Compared with the same period last year the soap industry will show an increase of approximately 10 per cent. There have been absolutely no car service complaints in the past three months. The freight car supply has been adequate and delays are very infrequent."

British Soap Statistics for May

Britain exported 122,171 hundredweights of soap, valued at £278,466, during May, as compared with total exports for the first five months of the year of 622,444 hundredweights, valued at £1,455,597. Imports, during the same month, reached 22,302 hundredweights, with a value of £52,166, as against imports of 127,298 hundredweights, valued at £305,556 in the first five month period. The bulk of both imports and exports consisted of hard soap in bars and cakes.

Exports of borax from the United States, during May, 1926, totalled 2,487,724 pounds, valued at $130,755. The United Kingdom was the leading purchaser, followed by Canada, Germany, Japan, and the Netherlands. During the same period, this country exported 3,997,242 pounds of sodium silicate, valued at $29,428. Canada purchased almost the entire amount of this commodity.

Italian Soap Consumption Grows

Both toilet and laundry soaps are showing an increased demand in Italy. Textile soaps have also shown an expanded use of late due to activity in the textile industries. According to the Chemical Division of the Department of Commerce, the soap industry of Italy had a good year in 1925. "With the general raising of the standard of living among the Italian people, particularly, the lower classes, which has come about since the World War, the demand for soap has increased year by year. Imports of soap, from France and England especially, registered a decrease as compared with receipts of the previous year. The flourishing condition of the textile industries tended to increase the demand for soaps used in the manufacture of textiles, and the consumption of high-grade laundry soap in flakes was greater than ever before. The Italian manfacturers of perfumed soaps, however, complain that they have not yet been able to overcome foreign competition."

Speaking of olive oil and candle production, the report states: "The olive-oil industry, particularly olive-oil foots, passed through a difficult period during the first half of 1925 for more or less the same reason. The olive husks had been paid for at a prohibitive price. In the second half of the year a sort of equilibrium was struck between the cost of the raw materials and the selling price of the oil products, with the result that the condition of the industry improved. The manufacture of stearin candles is declining slowly but steadily, whereas the production of paraffin candles is on the increase and exports during 1925 showed a further gain. Most of these candles go to Morocco and all the other North African countries are good customers."

New Seaboard Alcohol Plant Opens

Seaboard Chemical Co.'s new industrial alcohol distillery in Newark, N. J. is now in operation with a production of 8,000 gallons per day. It is located on a four acre tract on Blanchard Street, Newark, N. J., adjacent to the Passaic River, with railroad sidings on the Central of New Jersey, Pennsylvania and Lehigh Valley. The new distillery is known as Industrial Alcohol Plant No. 167.

Exports of glycerin from Spain increased from 563 metric tons in 1924 to 701 tons in 1925. During this same period, the amount shipped to the United States increased from 3 to 305 tons.

Copra Prices Easier in Manila

Copra prices are slightly easier in Manila, according to cables received by the Department of Commerce from Trade Commissioner Butler at Manila on July 19 and 23, 1926. He states: "Copra market less active account weak oil market United States, but remains steady prices slightly downward production continues above normal stop price resecado delivered Manila now 13¾ pesos picul.

"June copra market fully good activity and prices advanced middle month, then eased off slightly receipt favorable reports American oil markets. Downward tendency continues first half July and arrivals declining slightly result weaker market but believed production continues good. Present provincial equivalent resecado Manila 13½ pesos picul. June deliveries Manila 268,000 sacks."

Essential Oil House Suffers Fire

A fire on July 26 of undetermined origin destroyed the three upper floors of the warehouse and office building at 108 John street, New York, occupied by Pierre Lemoine, Inc., essential oil and aromatic chemical manufacturers and importers, and paralyzed traffic in the heart of the New York drug and chemical district for several hours. The lower floors of the building, used by the company for its offices and shipping room, were also badly damaged by smoke and water. Burning essential oils, together with fumes and minor explosions made the fire hard to fight and four alarms were sent in before the blaze was brought under control. The fumes from the burning oils and aromatics filled offices in the vicinity and made it difficult and at times impossible to continue work.

Practically the entire stock was destroyed, but the company's records were removed before the fire and water reached them. The New York essential oil trade has lent the Pierre Lemoine company its assistance in replacing stocks necessary to carry on business. Work has already started on rebuilding the damaged quarters. Temporary offices are located at 96 John street.

A report from Madrid states that the government has extended protection to the Spanish olive-oil industry by the issuance of a royal decree. Importation of peanuts, colza seed, sesame seed, soya beans and non-siccative liquid vegetable oils has been prohibited.

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PERSONAL and IMPERSONAL

Los Angeles Soap Co. received a consignment of copra during the latter part of June to be used in its recently installed copra crushing plant. In the future this company will make its own coconut oil.

Andrew Jergens Co., Cincinnati, held its seventh annual outing of employes at Bass Island July 10. A group of 300 people enjoyed athletic, aquatic and dancing contests, and concluded the day with a dinner.

The Federal Trade Commission has recently endeavored to obtain a writ of certiorari from the Supreme Court, to review a judgment of the Circuit Court of Appeals, sixth circuit, which set aside a portion of the commission's order entered against Procter & Gamble Co., Aug. 6, 1924.

Fritz Fenchel, Hamburg glycerin broker, arrived in New York early in August for a business trip through the United States. Mr. Fenchel will call on leading glycerin factors while in the United States. He expects to remain about a month.

At the National Convention of laundry-owners, to be held at the Hotel Peabody, Memphis, Tenn., October 4 to 8, the following manufacturers of soaps and detergents will exhibit: Oakley Chemical Co., New York; Hatch Detergent Co., Chicago; Proctor & Gamble, Cincinnati; Mathieson Alkali Works, New York; Wm. Waltke & Co., St. Louis; Palmolive Co., Milwaukee; Davies-Young Co., Dayton, Ohio; Armour & Co., Chicago; Solvay Process Co., Syracuse, N. Y.; Cowles Detergent Co., Cleveland; J. B. Ford Co., Wyandotte, Mich.

George G. B. Pool, after sixty years continuous service in the employ of Price's Patent Candle Co., London, has just retired. He started in the employ of the company at the age of twelve in 1866.

J. M. Stevenson, Swift & Co., has been transferred from Memphis, and is now the general manager of the Swift oil mills in Texas. J. E. Major has been shifted from his former position in Augusta, Ga., to fill Mr. Stevenson's old position as manager of the Memphis cotton oil mill.

G. N. Wells is to succeed Proctor K. Malin as president of the Solvay Process Co. Mr. Malin will continue as executive of the Sement Solvay Co.

Clifford L. Iorns of St. Louis, was married to Miss Gladys Frances Widdicombe, also of St. Louis on June 19. Mr. Iorns is the St. Louis and Southern representative of Ungerer & Co., New York, with whom he has been connected for five years.

F. H. Nichols, associated with the General Chemical Co. for some time as director of purchases, has recently been elected a vice-president.

Fritzsche Brothers, Inc., New York, have increased their office and laboratory facilities by taking over the first floor of 78 Beekman St. adjoining their present building. The new quarters now house the sales and export departments, as well as a new research laboratory for the study of perfuming problems. The new laboratory contains the latest in equipment and facilities for perfume research.

Huntington Laboratories, Huntington, Ind., are preparing to market a new liquid castile soap for infants under the trade name, "Baby San." As a first step the soap is being marketed in automatic portable dispensers to hospitals. If the product gains favor it will be put on the market for home use at a later date.

E. R. Squibb & Sons, New York, have established branch headquarters at 270-272 Ivy St., Atlanta, Ga. Stocks will be carried for distribution throughout the southeastern states.

Belle-Claire Soap Co., Denver, has been incorporated with a capital of $30,000 to manufacture soaps.

Beaver Soap Co., Dayton, O., are reported expanding the distribution of "Raino," their coconut hard water castile soap, through an extensive advertising campaign in the Middle West.

The plant of the Hull Chemical Works, soap manufacturers, Hull, Eng., was badly damaged by a fire recently which was caused by the boiling over of creosote oil. The laboratory was completely destroyed, and the warehouse was severely damaged.

In connection with the Kirk castile soap case, the Federal Trade Commission recently dismissed Kirk's motion to dismiss the complaint, and ordered a hearing for July 28. The respondent company secured a postponement, so that the case will come up for action September 7.

Fire destroyed the plant of the Warren Soap Co., Watertown, Mass., on June 30, with a loss of about $70,000.

William H. Hatfield, former toilet goods manufacturer of Chicago, died in San Francisco, July 14, while on his way to the Orient.

Representatives of the leading essential oil houses in New York met at the Drug Club, July 15, to take steps toward the formation of an essential oil trade association. Edward V. Killeen, of Geo. Lueders & Co., was appointed chairman of a committee which will be expanded at a later date.

Golden State Products Co. will resume the manufacture of soaps and cleansers at its plant at Compton, Cal.

W. I. Shrugg, formerly vice-president of the Atlantic Lithographic & Printing Co., has joined the Kolynos Co.

W. Lustig of Schimmel & Co., German essential oil and aromatic chemical manufacturers, left New York on Aug. 7 for a trip to Brazil and other South American countries. Between steamers in New York, Mr. Lustig made his headquarters at the office of Fritzsche Brothers, agents for Schimmel.

Barbers' Supply Dealer's Association of America will hold a meeting at the Sherman Hotel, Chicago, October 18-21.

E. R. Squibb & Sons, New York, contemplate additional advertising activities of some of their specialties in the near future through William D. McAdams, Chicago. N. W. Ayer & Sons will continue to handle the regular advertising of Squibb products.

Mabton Soap Products Co., Mabton, Ore., has been incorporated with a capital of $20,000 to manufacture soaps. Incorporators are H. Pillers, Charles Fisher and E. G. Bulware.

Grasselli Chemical Co., Boston, have moved from their offices at 32 India St. to new offices on the fifth floor of the Boston Chamber of Commerce building at 80 Federal St. Their warehouse still remains at 655 Summer St., South Boston.

The following soap makers have been appointed by President Clifford M. Baker to serve on committees of the American Manufacturers of Toilet Articles: J. A. Handy, Larkin Co., to serve on the Legislative Committee; Dr. M. H. Ittner, Colgate & Co., J. A. Handy, Larkin Co., to serve on the Special Tariff Committee; Dr. Martin H. Ittner, Colgate & Co., to serve on the Committee on Domestic Production of Floral Products; Dr. E. G. Thomssen, J. R. Watkins Co., J. A. Handy, Larkin Co., E. B. Hurlburt, J. B. Williams Co., to serve on the Committee on Organic Research.

Finley H. Greene Advertising Agency, Buffalo, N. Y., are directing an advertising campaign for a washing fluid manufactured by the Regina Chemical Products Co., the same city.

Fritzsche Brothers, Inc., New York, have appointed two new agents in South and Central Americas. Hermann Hederich is now agent for the City of Bogota, Colombia, and Justo Arozamena is agent for Panama City, Panama City, Panama.

Mallinckrodt Chemical Works, New York branch, will move to 72 Gold St. on Sept. 1. Mallinckrodt has been in its old quarters at 32 Platt St., New York, for nearly half a century.

Lloyd F. Requa, of Zimmermen, Anderson, Carr Co., vegetable oil brokers, New York, has applied to the New York Produce Exchange for associate membership.

ON PRODUCTS AND PROCESSES

The event of trichlorethylene as a solvent for fatty oil extraction is expected to make the recovery of grapeseed oil an economic possibility in Italy. Pressing only secures about one-third of available oil in the cake which contains from 15 to 18 per cent. Extraction is the most suitable method commercially.

Wool fat is purified and bleached, according to the *Chemische Zeitung*, 50-245, 1926, by treating the crude material containing 55% unsaponifiable matter and 45% fatty acids with 55% caustic soda solution. This gives a dry soap which bleaches in the sun in three or four days. The unsaponified material can then be extracted with acetone or the entire bleached mass can be used directly in superfatting soaps up to 25 or 30 per cent.

A new copper soap fungicide prepared with copper sulfate, rosin soap and fish oil is being used with excellent results in England. The new copper soap powder is reported superior to Bordeaux Mixture.

French Patent No. 600,099 gives a mixture of soda, the sodium salt of sulfonated castor oil, and the soap of a sulfonated fatty acid as a polish for gloves made of washable leather.

A patent for saponifying fats has been issued to V. R. Kokatnur in England, No. 251,-290. Glycerides are saponified or hydrolized in the presence of an inert organic diluent which is not a solvent for glycerin, but is for glycerides and esters present, and has a boiling point sufficiently low to allow it to be distilled off at a temperature not injurious to other products present.

Conversion of fatty oils is covered by a British Patent, No. 249,916, issued to C. Van Loon of Drodrecht, Holland. Neutral or nearly neutral triglycerides are heated with catalysts in order to effect interchange of the acid radicles. The catalysts used are of the type which catalytically promote the esterification of free fatty acids and free alcohols, or the action of free alcohols or free acids on triglycerides. The interchange may be intramolecular. Interchange of acid radicles between triglycerides and non-glyceride esters may be similarly effected. The catalyst may be an aromatic or aliphatic-aromatic sulphonic acid, metals such as cadmium, lead, tin, zinc and compounds thereof, a heavy metal or mixture or alloy of heavy metals, or a heavy metal compound, an alkali or alkaline earth metal compound, or mixtures of these catalysts. In the examples cocoa butter is heated with sodium ethylate as catalyst, tristearine and soya bean oil are heated with stannous hydroxide in an atmosphere of hydrogen and coconut oil and ethyl stearate are heated with tin powder in an atmosphere of carbon dioxide.

Two new types of insecticides are being marketed in Germany, one a solution of copper salts of fatty acids, and the other an oil solution of pyrethrum extract and hydroquinoline base. Against bedbugs, the first was found to have an insecticidal index of 84% and the latter 100%.

The fruit of the *ochna pulchra* tree in Rhodesia yields 32.9% of fatty oil said to be as good or better for general industrial uses than peanut or cotton oils. Constants for the oil are m.p. 22.5 to 25.5 deg. C.; acid value, 13.8; saponification number, 199.7; iodine number 67; titer 41.4.

The concentration of liquid soaps can be determined with an accuracy of 0.05%, based on determining the solids content of a 20% liquid soap, by use of an immersion refractometer. In the readings, 1% of potast coconut oil soap equals 4.0 degrees. L. F. Hoyt and Alma Verwiebe in Industrial & Engineering Chemistry, 18,-581, 1926.

A patent for a soap containing phenyl stearate has been issued to N. Sulzberger as U. S. No. 1,585,434.

"Distinguished for its High Test and Uniform Quality"

IT IS the control of every factor relating to the manufacture of "Wyandotte Brand" that makes the Michigan Alkali Company unique in its field.

The raw materals, limestone and coal, come from Michigan-owned sources, on Michigan-owned ships to the Michigan-owned salt-wells at Wyandotte; their quality at all times up to Wyandotte's high standards.

Tests are made at all stages of production. Michigan's laboratories have set rigid specifications.

Soda Ash
Caustic Soda
Bicarbonate of Soda

Michigan Alkali Company

General Sales Department

21 East 40th St. - - New York City

Chicago Office: 332 South Michigan Ave.

Works: Wyandotte, Mich.

CONTRACTS AWARDED

The Quartermaster, Chicago, has awarded Wing & Evans a contract for 150,000 pounds of washing soda at 1.6c; 15,000 pounds of soda ash at 1.815c.; 2% 10 days. He has also awarded a contract to the Lightnin' Lye Co., Cleveland, for 1,300 pounds of caustic soda at 5.5c.

The quartermaster, Fort Sam Houston, Texas, asked for bids on July 20, for 70,000 pounds of issue soap and 13,200 cakes of scouring soap.

Armour & Co., Chicago, have been granted a government contract for 1,000 cans scouring compound at 2.59c. lb.

The following awards of contracts to supply soap for a six month period have been granted by the Bureau of Supply, Treasury Department, Washington: General Soap Co., soap powder at 3½c lb., soap chips at 9.75c lb., and powdered soap at 10c lb.; J. Eavenson & Sons, soap powder at 2.72c lb., soap chips at 9.31c lb., and powdered soap at 9.56c lb.; American Soap & Washoline Co., scouring compound at $1.62 cwt.; Windsor Soap Co., powdered soap at $1.95; U. S. Soap Co., scouring compound at $1.53; and Palmolive Co., soap chips at 10¼c lb.

The quartermaster, Brooklyn, N. Y., has awarded the following contracts for soaps and cleaners; Rudich Scientific Apparatus Co., 50,000 tubes calcium hypochlorite at 1.74c; Larkin Co., 720 cartons washing powder at 3.2c; John T. Stanley Co., Inc., 150,000 pounds powdered soap at 9.72c; Procter & Gamble Distributing Co., 6,000 pounds issue soap for Fort Bragg and 1,200 pounds for Fort Moultrie at 5.59c; and Geo. E. Marsh Co., 4,800 pounds issue soap for Brooklyn at 5.04c, 6,000 pounds for Fort Slocum at 5.04c, 1,400 for Fort Schuyler at 5.14c, 1,800 for Fort Wadsworth at 5.04c, 5,000 for Fort Totten at 5.04c, 3,000 for Mitchel Field at 5.12c, 3,000 for Plattsburgh Barracks at 5.03c, 3,600 for Fort Niagara at 5.12c, 600 for Miller Field at 5.04c, 3,800 for Madison Barracks at 5.04c, 3,200 for Fort Ontario at 5.04c, 480 for Watervliet Arsenal at 5c, 1,800 for Fort Monmouth at 5.04c, 3,000 for Fort Hancock at 5.04c, 3,600 for Fort DuPont at 5.18c, 1,800 for Fort Andrews at 4.89c, 480 for Springfield at 4.99c, 1,600 for Fort Wright at 4.94c, 800 for Camp Devens at 4.89c, 8,400 for Fort Doyle at 5.04c, 1,200 for Camp Holabird at 5.04c, 360 for Curtis Bay at 5.04c, 963 for Camp Meade at 5.28c, 20,000 for Fort Eustis at 5.14c, 6,000 for Langley Field at 5.14c, 1,575 for Fort Monroe at 5.23c, 500 for Front Royal at 5.17c, 600 for Pig Point at 5.3c and 568 for Fort Humphreys at 5.17c.

The following contracts for soaps have been awarded by the quartermaster, at Fort Mason, San Francisco: 69,000 laundry soap at 5.2c to General Soap Co.; 4,000 cakes grit soap at 2.3c to Joseph Gutradt; 18,000 pounds laundry soap at 5.338c to Haas Bros.; and 5,000 cakes scouring soap at 2.3c to Joseph Gutradt.

Armour & Co., Chicago have been awarded a Government contract for 8,000 pounds soap chips at 9.24c pound.

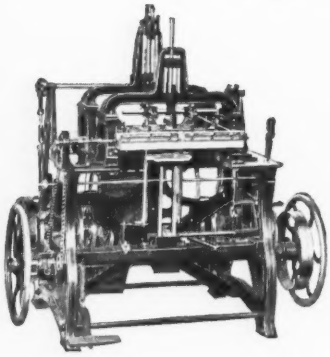
Gold Dust Corp., St. Louis has been awarded a Government contract for laundry soap at 5.6c.

Brooklyn quartermaster has awarded the following contracts for soaps: The Holbrook Mfg. Co., 5,000 pounds castile soap for Raritan at 13½c; Larkin Co., 500 pounds scouring soap for Raritan at 3.54c; Procter & Gamble Distributing Co., 128,698 pounds issue soap for Brooklyn at 5.29c, 3,658 pounds for Acotink at 5.57c, 600 pounds for Fort Screven at 5.57c, 500 pounds for Boston at 5.6c, 3,750 for Ayer, Mass. at 5.6c, 4,300 for Portland, Me., at 5.6c, 800 for Miller Field at 5.29c, 480 for Metuchen at 5.57c, 3,000 for Essex Junction at 5.6c, and 15,000 pounds powdered soap at 10.3c; and J. Eavenson & Sons, Inc., 5,400 pounds issue soap for Aberdeen at 5.47c, 3,000 for Camp Meade at 5.56c, 1,800 for

(*Continued on Page 63*)

Boxes from Blanks - -

at from 25 to 40 per minute!



THE Brightwood Paper Box Former feeds, gums and sets up (under 5,000 lb. pressure) solid bottom cartons, tapered pails, two-piece boxes and one-piece display containers from previously printed cut and creased flat blanks. From 25 to 40 packages may be set up every minute, where and as wanted.

NATIONAL PACKAGING MACHINERY CO.
192 Green Street, Jamaica Plain, Boston, Mass.

BENZOPHENONE

The aromatic which makes the added perfume carry further in soap products

Samples on Request

WANGLER-BUDD CO., Inc.

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Western Representative:
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143 West Kinzie Street,
Chicago.

RECORD OF TRADE-MARKS

The following trademarks were published in the July 6, 13, 20 and 27, 1926, issues of the *Official Gazette* of the United States Patent Office in compliance with Section 6 of the Act of Feb. 20, 1905, as amended March 2, 1907. Notice of opposition must be filed within thirty days of publication. As provided by Section 14, a fee of ten dollars must accompany each notice of opposition.

Trade-Marks Filed

Auto Soap—"Reflects your pride in your car." This in black letters as part of trade mark. Filed Oct. 3, 1923. Claims use since July 15, 1923. Auto Soap. Filed by Selig Co., Atlanta, Ga.

Solox—This in black letters. Filed Jan. 26, 1926. Claims use since Jan. 9, 1926. Washing compound. Filed by Barrington Mfg. Corp., Billerica, Mass.

Dentozone—This in black letters. Filed Mar. 26, 1926. Claims use since October, 1925. Dentifrices. Filed by P. D. Oliver, Brakpan, Transvaal, South Africa.

Sunspot—This in black letters on picture of sun. Filed May 8, 1926. Claims use since Apr. 29, 1926. Cleaner. Filed by D. R. Franklin Co., Brooklyn.

Sunlight Jabon—This in white letters. Filed May 19, 1926. Claims use since June 29, 1921. Soap. Filed by Lever Bros., Co., Cambridge.

Pyrethrol.—This in black letters. Filed May 24, 1926. Claims use since May 13, 1926. Insecticide and disinfectant. Filed by McCormick & Co., Baltimore, Md.

Lasulfo—This in black letters. Filed June 7, 1926. Claims use since Jan. 11, 1926. Medical and toilet soap. Filed by F. A. Frazier, San Francisco.

Savonite—This in black letters. Filed June 12, 1926. Claims use since October, 1925. Soap powder. Filed by Woodley Soap Mfg. Co., Roxbury, Mass.

Old Faithful—This in black letters above picture of geyser. Filed June 16, 1926. Claims use since June 14, 1926. Dentifrice. Filed by Roy H. Brownlee, Pittsburg, Pa.

Flyzene—This in black letters. Filed June 18, 1926. Claims since Sept. 9, 1924. Fly exterminator. Filed by Flyzene Chem. Co., Texarkana, Ark.

Nox-All—This in white letters accompanied by pictures of insects. Filed June 19, 1926. Claims use since June 10, 1926. Insecticide. Filed by Nox-All Mich. Co., Detroit, Mich.

B. C.—This in black letters. Filed June 19, 1926. Claims use since May 28, 1926. Rat poison. Filed by M. S. Harting, Alton, Ill.

No Dust—This in black letters. Filed July 30, 1925. Claims use since Jan 1, 1923. Sweeping compound. Filed by Honolulu Compound Co., Honolulu, Hawaii.

White Mystery Cleaner—This in black letters. Filed Apr. 17, 1926. Claims use since Nov. 18, 1925. Soap. Filed by White Mystery Cleaner Co., Los Angeles.

Purefoam—This in black letters. Filed Apr. 30, 1926. Claims use since May 25, 1900. Shaving & Toilet Soaps. Filed by J. T. Robertson Co., Manchester, Conn.

Dy-O-Fly—This in black letters. Filed May 13, 1926. Claims use since November, 1924. Household insecticide. Filed by Wm. Groff Moyer Labs., Mechanicsburg, Pa.

Coleo—This in black letters. Filed May 24, 1926. Claims use since May 10, 1926. Shampoo. Filed by Colgate & Co., Jersey City, N. J.

Sweet Relief—This in black letters. Filed May 24, 1926. Claims use since Jan. 1, 1925. Insecticide. Filed by Wheeler's Insecticide Co., Fort Valley, Ga.

Yellow Peril—This in white letters over picture of woman blowing spray. Filed May 29, 1926. Claims use since 1922. Insecticide. Filed by Dixie Specialty Co., Daytona, Fla.

For Use in Sprayer—This in black letters on disinfectant can. Filed Nov. 1, 1924. Claims use since October, 1920. Insecticide and germicide. Filed by Peter G. Pappas, St. Louis.

Alpha—This in black letters. Filed May 27, 1925. Claims use since fore part of Oc-

tober, 1924. Roach powder. Filed by Alpha Disf. Co., Pittsburgh.

Bon Ami—This in white letters as part of trade mark. Filed Mar. 31, 1926. Claims use since about July 5, 1892. Scouring soap. Filed by the Bon Ami Co., New York.

Nix—This in black letters. Filed Apr. 13, 1926. Claims use since Mar. 24, 1926. Liquid Insect Killer. Filed by Pullman Co., Phila.

Stanisol—This in black letters. Filed Apr. 24, 1926. Claims use since Apr. 7, 1926. Dry Cleaning Fluid. Filed by Standard Oil Co., Whiting, Ind.

Ra-O-Mist—This in black letters. Filed May 10, 1926. Claims use since Apr. 1, 1926. Insecticide and germicide. Filed by Van Camp Hardware & Iron Co., Indianapolis.

Petrotine—This in black letters. Filed May 14, 1926. Claims use since Mar. 27, 1926. Insecticide. Filed by Assoc. Oil Co., San Francisco.

Fluorex—This in black letters. Filed May 20, 1926. Claims use since Jan. 1, 1926. Insecticide. Filed by Julius Jungmann, New York.

3C—This in shaded letters above design including the words "Certified Chemical Company." Filed May 19, 1925. Claims use since about Jan. 25, 1925. Soap and Cleaning Compounds. Filed by the Certified Chemical Co., Los Angeles, Cal.

Blue Top Cleaner—This in white letters on black background including a top. Filed June 19, 1925. Claims use since July 31, 1924. Nonsaponaceous cleaning powders. Filed by the Doyle-Clute-Carlisle-Braham Co., Cleveland, Ohio.

Wright's Waterless Washer—This in black letters. Filed July 31, 1925. Claims use since 1924. Hand Cleaner. Filed by John H. Wright, Newport News, Va.

Rusoff's Rheumatic Pain Soap—This in black letters accompanied by fanciful picture of bearded man. Filed Feb. 27, 1926. Claims use since Jan. 15, 1926. Medicated and Toilet Soaps. Filed by Mastin-Rusoff Co., New York.

Ly-Loss—This in black letters. Filed May 1, 1926. Claims use since Jan. 29, 1926. Laundry and Toilet Soap. Filed by W. A. W. Co., East Orange, N. J.

Dalcrose—This in black letters. Filed May 20, 1926. Claims use since June 1, 1916. Perfumed Soap. Filed by Du Barry Perfumery Co., Hove, Eng.

Kip—This in outline letters. Filed June 3, 1926. Claims use since May 12, 1926. Insecticide. Filed by Standard Oil Co., Whiting, Ind.

Chlorocide—This in black letters. Filed June 4, 1926. Claims use since Feb. 7, 1925. Insecticide. Filed by Monsanto Chem. Wks., St. Louis.

Trade-Marks Granted

214,115—Soap. The Procter & Gamble Company, Cincinnati, Ohio. Filed February 5, 1926. Serial No. 226,915. Published March 30, 1926.

214,116—Cleanser generally used in solid form for cleaning receptacles and containers. Diversey Manufacturing Company, Chicago, Ill. Filed February 5, 1926. Serial No. 226,889. Published March 23, 1926.

214,117—Castile soap. Geo. Borgfeldt & Co., New York, N. Y. Filed February 11, 1926. Serial No. 227,161. Published March 23, 1926.

214,121—Soap. The Pioneer Products Company, Dayton, Ohio, assignor by mesne assignments, to I. R. Blackburn and J. A. Blackburn, doing business under the firm name of The Pioneer Products Company, Dayton, Ohio. Filed October 5, 1923. Serial No. 186,611. Published December 9, 1924.

214,118—Washing powder. No-Chap Company, Cisco, Tex. Filed February 13, 1926. Serial No. 227,277. Published March 23, 1926.

214,112—Soap. Morris Cohn, doing business as Crystal Chemical Co., Newark, N. J. Filed February 2, 1926. Serial No. 226,764. Published March 23, 1926.

214,091—Jewel-cleaning sets comprising a tray, soap, basin, spring holder, sawdust shaker, rinsing solution, brush whisk, and chamois skin. Elizabeth L. Rianhard, doing business as Glo-jewl Company, Baltimore, Md. Filed October 24, 1925. Serial No. 222,280. Published March 30, 1926.

214,161—Soap. Weaver and Smith, Lawrence, Kans. Filed December 31, 1925. Serial No. 225,386. Published April 6, 1926.

214,214—Cleaning preparations for kitchen, household, and laundry uses. Lustre Chemical Corporation, Rochester, N. Y. Filed January 13, 1925. Serial No. 208,058. Published March 16, 1926.

214,177—Soap product prepared for wet cleaning. The Midland Chemical Laboratories, Inc., Dubuque, Iowa. Filed January

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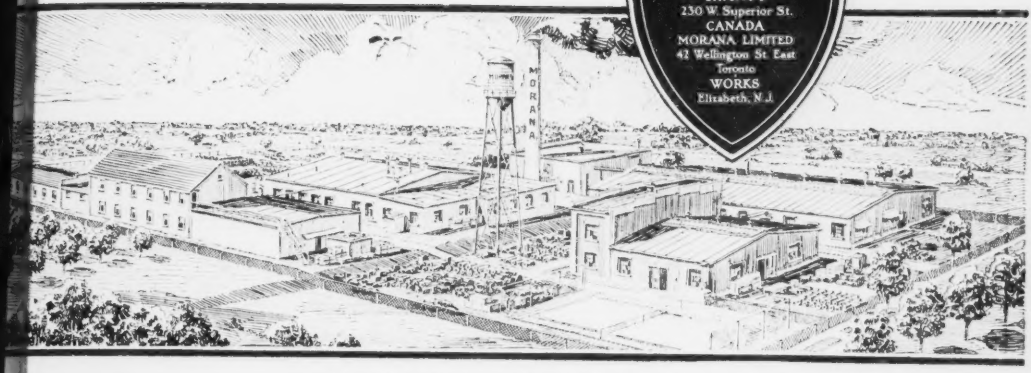
Elizabeth, N.J.



The American works of Morana Incorporated, at Elizabeth, New Jersey. Reproduced from a drawing made from photographs.

A low-priced soap perfuming oil of great strength and tenacity— Geranoxide

*Trade Mark Registered

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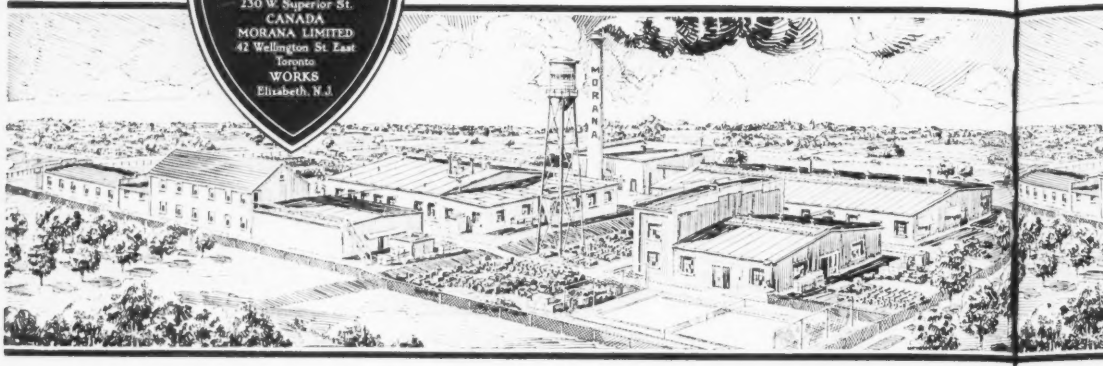


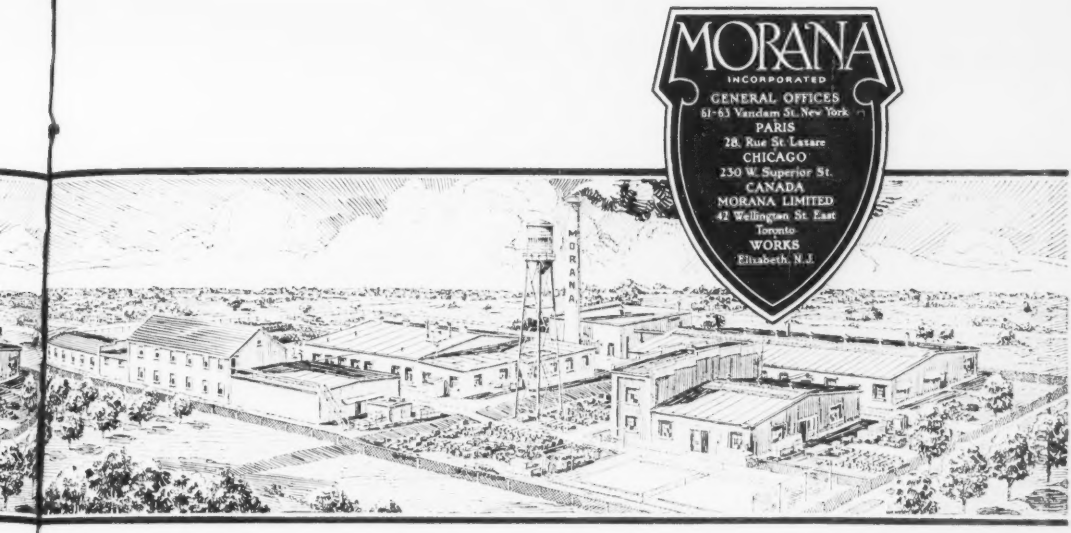
The American works of Morana Incorporated, at Elizabeth, New Jersey. Reproduced from a drawing made from photographs.

THERE are many factors that have an adverse effect upon the perfume ingredients in a soap. Of these Heat is without a doubt of the greatest influence. That being the case, the heat-resistant quality of a soap perfuming ingredient obviously demands equally as much consideration as does its odor value, for without the former the latter becomes of negligible importance.

The outstanding characteristic of ***Geranoxide**** is its ability to withstand successfully the breaking-down effect of Heat, as well as the depreciating effects of all of those other factors that menace the odor value of a soap perfuming ingredient. ***Geranoxide*** "stands the racket." ***It lasts.*** Its fresh and pungent fragrance is ever-present, from the time that the oil is first incorporated in the mass of soap until the eventual cakes are transformed into fragrant lather.

Convincing proof of the remarkable ability of ***Geranoxide*** to successfully maintain its odor value, even under the severest conditions, is to be found in its increasing use as a means of softening, or masking, the harsh chemical odors of disinfectants, insecticides, and

*Developed by our research laboratories and made and sold exclusively by Morana Incorporated.



The American works of Morana Incorporated, at Elizabeth, New Jersey. Reproduced from a drawing made from photographs.

similar products and of imparting to such products a pleasant suggestion of lasting fragrance.

Geranoxide has a legitimate place in every toilet soap formula. It is particularly applicable to formulas in which low cost is of first importance. While it can be, and is widely used as the exclusive perfuming agent in toilet soaps, ***Geranoxide*** works out particularly well when used in conjunction with other perfuming oils, as it puts a decided "kick" into the composition. As a diluent of natural Geranium oils, ***Geranoxide*** will be found of great value as it makes possible a substantial reduction in the quantity used of such oils, yet without depreciating the rose-like Geranium note.

Geranoxide is made in large batches. Consequently, its uniformity is a known and dependable quantity. Furthermore, large batch production means economies in manufacture that are otherwise unobtainable, an advantage that is reflected by the low price of ***Geranoxide.***

A working sample of ***Geranoxide*** will be sent promptly upon request, and without charge.

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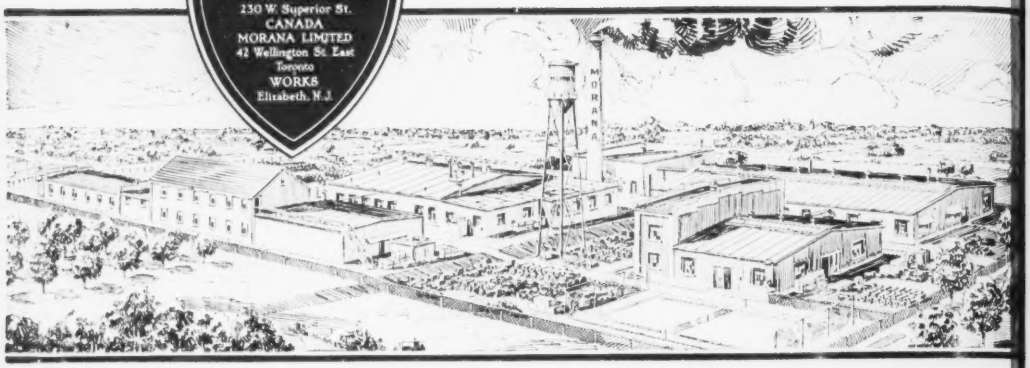

The American works of Morana Incorporated, at Elizabeth, New Jersey. Reproduced from a drawing made from photographs.

Specialties for Soapmakers

Geranoxide (see inside pages)*
Geraniol for Soap
Rhodinol Savon
Irisal Pure
Irisal for Soap
Irine Residue
Benzyl Acetate
Benzylidenacetone

If you will let us know of which of these products you should like to have working samples, we will gladly send them promptly, and without charge.

**Trade Mark Registered*

16, 1926. Serial No. 226,011. Published April 6, 1926.

214,202—Toilet soaps and shaving creams. Cheramy, Inc., New York, N. Y. Filed September 19, 1925. Serial No. 220,447. Published March 30, 1926.

214,092—Soap. Colgate & Company, Jersey City, N. J. Filed October 26, 1925. Serial No. 222,314. Published March 23, 1926.

214,203—Oil soap, liquid soap, soap powder, scouring powder, sweeping compounds, and metal polish. Masury-Young Company, Charlestown, Mass. Filed October 15, 1925. Serial No. 221,754. Published March 16, 1926.

215,445—Shaving soap, toilet soap, shaving cream in the nature of soap for shaving purposes, shaving powder in the nature of soap for shaving purposes, and shaving stick. The J. B. Williams Company, Glastonbury, Conn. Filed January 6, 1926. Serial No. 226,032. Published April 27, 1926.

215,449—Soap. The Fischer Soap and Oil Company, Cincinnati, Ohio. Filed January 28, 1926. Serial No. 226,545. Published March 23, 1926.

215,450—Soap. The Fischer Soap and Oil Company, Cincinnati, Ohio. Filed January 28, 1926. Serial No. 226,544. Published March 23, 1926.

215,635—Soaps, washing powders, and dairy cleansers. Western Soap & Chemical Co., Los Angeles, Calif. Filed November 5, 1925. Serial No. 222,901. Published May 4, 1926.

215,662—Soap. James S. Kirk & Company, Chicago, Ill. Filed February 1, 1926. Serial No. 226,727. Published May 4 ,1926

215,612—Soap. James S. Kirk & Company, Chicago, Ill. Filed February 1, 1926 Serial No. 226,726. Published May 4, 1926.

215,601—Preparation for exterminating insects. Annie E. Treadway, doing business as Paradise Manufacturing Company, Fort Lauderdale, Fla. Filed March 11, 1926. Serial No. 228,506. Published May 4, 1926.

215,012—Insecticides. M. L. and W. B. Shepard, Wilmington, N. C. Filed July 31, 1925. Serial No. 218,214. Published September 29, 1925.

215,311—Dentifrice in powder form. Foresite Manufacturing Co., Minneapolis, Minn. Filed March 12, 1926. Serial No. 228,535. Published April 27, 1926.

214,878—Soap. The Fischer Soap and Oil Company, Cincinnati, Ohio. Filed December 21, 1925. Serial No. 224,963. Published March 9, 1926.

214,876—Soap. The Fischer Soap and Oil Company, Cincinnati, Ohio. Filed December 21, 1925. Serial No. 224,964. Published March 9, 1926.

215,031—Insecticidal Compositions. The Dow Chemical Company, Midland, Mich. Filed March 1, 1926. Serial No. 227,942. Published April 13, 1926.

215,084—Soap. Swift and Company, Chicago, Ill. Filed January 23, 1924. Serial No. 191,197. Published June 24, 1924.

215,295—Hand soap. M. C. DeWitt, Orwell, Vt. Filed February 13, 1926. Serial No. 227,265. Published April 20, 1926.

214,988—Germicidal preparations for use as disinfectants, deodorants, and insecticides. David Lee, doing business as Memphis Sanitary Products Corporation, Memphis, Tenn. Filed February 25, 1926. Serial No. 227,802. Published April 13, 1926.

215,277—Shampoo. Du-Kana, Inc., Syracuse, N. Y. Filed March 3, 1926. Serial No. 228,032. Published April 20, 1926.

215,125. Compositions for treating leather and boots and shoes. Whittemore Bros. Corp., Cambridge, Mass. Filed October 19, 1925. Serial No. 221,992. Published April 20, 1926.

215,273—Insecticidal compositions. The Dow Chemical Company, Midland, Mich. Filed February 25, 1926. Serial No. 227,780. Published April 27, 1926.

215,270—Tooth pastes and antiseptic liquid washes. The crystal Chemical Company, Inc., New York, N. Y. Filed March 1, 1926. Serial No. 227,937. Published April 27, 1926.

215,104—Soap. James S. Kirk & Company, Chicago, Ill. Filed March 11, 1926. Serial No. 228,470. Published April 20, 1926.

215,185—Auto cleaner, glass polish, metal polish, hand cleaner, cleaning fluid, a dry cleaner for fabrics, auto soap, and auto top and cushion dressing, and valve-grinding compound. Sanford Johnson Dalzelle, doing business as Dalpo Products Company, Baltimore, Md. Filed September 2, 1925. Serial No. 219,661. Published April 20, 1926.

215,151—Washing powder, soap flakes, and naphtha soap. The Rub-No-More Company, Fort Wayne, Ind. Filed November 4, 1925. Serial No. 222,800. Published April 13, 1926.

215,154—Cleaner—namely, liquid soap and shampoo soap. Twentieth century

(*Continued on Page 73*)

COAL TAR DISINFECTANTS

CRESOL COMPOUNDS

CRESYLIC ACID

ALL PRODUCTS TESTED AND GUARANTEED
PROMPT SERVICE ASSURED TO ALL ORDERS

BAIRD & McGUIRE, INC.

HOLBROOK, MASS. ST. LOUIS, MO.

Warehouse Stocks at

New York City Kansas City San Francisco

INSECTICIDE AND DISINFECTANT SECTION

Official Publication of *The Insecticide and Disinfectant Manufacturers Association.* Harry W. Cole, Holbrook, Mass., Secretary.

Activities of the Association

The following bulletins have been sent out from the office of Secretary Harry Cole:

July 21, 1926

At the mid-summer meeting held in Quebec last month, it was unanimously voted to change the Constitution and By-Laws of the Association to permit the admission of Associate Members at yearly dues of $50.00. Under this change, manufacturers or distributors of cans, barrels, drums, sprayers, packaging machinery and other articles used by the industry, may be accepted as Associate Members.

The requirements for Active Members, viz: that they shall be manufacturers or distributors of insecticides, disinfectants or raw materials entering into these products, remains unchanged.

Four copies of the new Associate Member application forms are sent you herewith. Additional copies will be gladly furnished if you wish. Each member is requested to secure two or more associate members, and to make this as easy as possible, it is suggested you communicate with several concerns from whom you purchase containers, machinery or sprayers.

Associate Members are entitled to all the privileges of Active Members, except the right to vote or hold office. They are welcome at all meetings and will be given the fullest opportunity to present matters of interest to the industry, and thereby add to the constructive thought which helps business to expand and prosper.

The Chairman of our Membership Committee is already overworked. In addition to his regular business, he devoted all the time possible to encouraging insecticide and disinfectant makers to come into the Association. It is a little unfair to expect him to do more. There should be a feeling of personal pride in getting signed applications, and it is hoped you will avail yourself of this opportunity to still further help with the work.

A personal interview with those you wish to have join us is, of course, preferable, but where this cannot be arranged, a letter will likely awaken interest. Such a letter may insure the prospective member signing the application and returning it to you with his check.

***

July 14, 1926

In one of the larger cities of the country, two manufacturers of insecticides and disinfectants have their places of business. As "friendly enemies" they have been in competition for some years. Neither of the principals knew the other, except by sight and reputation. They had nothing in common, except to get as much business as possible from the trade to which they both catered. They were neighbors, yet as far distant as the poles.

One of these business men joined our Association. He came to take an active interest in all that it was doing. He faithfully attended the meetings and met many of his competitors from different parts of the country, and found when he actually knew them that they were very human after all, and did not grow horns as he had previously expected. He saw the benefits that come from co-operation and was glad to lend a helping hand in order that the whole industry might grow and prosper.

The second manufacturer in due time joined our Association, and seeking to promote good will and a better understanding among his salesmen, issued a house organ. A copy of it fell into the hands of the first manufacturer, who wrote his competitor and congratulated him upon its general make-up and appearance. The letter was so well thought of that it was given a place of prominence in a later issue of the publication, and the first manufacturer was referred to in the introductory paragraph as "one of our most esteemed contemporaries." Now both manufacturers are friends, and together are working for the common good of the business in which they are engaged. They

have joined hands in an effort to eliminate certain trade abuses. They believe in the principles for which the Association stands, and through an interchange of information keep each other posted on that which it is valuable for them to know. The business of both gentlemen has prospered, and suspicion, envy and mistrust have been replaced by friendship, mutual admiration and a spirit of helpfulness one toward the other.

This much-to-be-desired feature is but one of the many benefits that accrue to members of trade organizations. Our own Association fosters a feeling of friendliness, mutual helpfulness and understanding, and unless you are attending meetings regularly and getting to know one another better, you are indeed missing one of life's choicest treasures.

Handling of Filter Cloths

Two factors determine the filtration efficiency of cotton fabrics of filter cloths, according to the *Chemische Zeitung*, 1926, which says these are ordinary sieve action which stops particles larger than the interstices in the fabric, and adsorption of particles smaller than the interstices. Soap solutions suppress the latter action so that smaller interstices are necessary.

Owing to being woven under tension, filter cloths are liable to shrink in use, and a treatment in hot water should be given before the cloth is fitted. Thus the length of a strong twill may be reduced by 4 per cent and its breadth by 2 per cent. To prevent precipitates adhering to the superficial fibres, the latter may be removed by singeing, or by treatment in ammoniacal cupric hydroxide; the dissolved cellulose on drying partly fills the pores, giving a smooth parchment-like surface. Cloths for filtering acid liquors should be as strong as possible, and filtration should be carried out cold. The acid should be extracted whenever possible by soaking in water, and the cloth should never be allowed to dry while it contains acid. Cloth may be made acid-proof by conversion into cellulose nitrate.

The resistance of the cloth is of great importance. The suspensoid often forms a layer which acts as a filter bed, and if a cloth having a high resistance be used, the pressure required may force the precipitate into the interstices thus stopping the filtration.

In a report filed with the commissioner of corporations of Massachusetts, the West Disinfecting Co. reports a surplus on December 31, 1925, of $760,367. The company is capitalized at $2,000,000 and good will is valued at $558,115.

Insect Flowers Under Growing Cost

Dalmatian peasants state that present prices do not cover cost of growing pyrethrum flowers and that they are not renewing plantations as old plants die out, but are planting other and more profitable crops, according to a report to the Chemical Division of the Department of Commerce from Vice Consul Howard A. Bowman at Trieste. New flowers began to enter the Trieste market early in June and prices at that time were 14c lb. for closed flowers, 13c for half-closed, and 11½c for open. Demand from the United States and Europe has been reported small.

During the past season, from June 1, 1925 to May 31, 1926, the declared exports of pyrethrum flowers from Trieste to the United States amounted to 1,328,618 pounds valued at $201,034. The exports for the past year ending December 31, 1925, totaled 1,310,812 pounds valued at $231,655, while for the present year the exports to the United States up to June 10, 1926, were 525,114 pounds valued at $70,092. Trieste buyers estimate the new crop to be about 75 per cent of that of last year or about 500 tons. The growers declare, however, that this year's production will not reach over 50 per cent of that of 1925.

In an attempt to better sanitary conditions by wiping out insect pests, the country of British Malaysia is increasing its imports of disinfectants and insecticides. Imports in 1925 amounted to 99,276 gallons, as against 80,345 gallons for 1924. United States furnished only 730 gallons during 1925, Great Britain supplying almost the entire amount. A list of importers of insecticides in British Malaysia is available to accredited firms upon application to the Commercial Intelligence Division, Bureau of Foreign and Domestic Commerce, Washington, D. C.

Lehn & Fink Products Co. report a profit of $725,385 for the six months ending June 30, 1926, despite the fact that their advertising appropriation for that period was $250,000 greater than the amount spent during the six months previous. The net profit is equal to $2.65 a share on their 265,000 no par shares of common stock.

The annual excursion of McCormick & Co., spice and drug millers, Baltimore, was held at Fairview, Md., July 17. A steamer took the employees to the picnic grounds where many amusements were provided by the company.

Liquid Soap Concentration

Its Determination in Aqueous Soap Solutions By Use of the Zeiss Immersion Refractometer

By L. F. Hoyt and Alma Verwiebe
of the Larkin Company
In *Industrial and Engineering Chemistry*, June, 1926

LIQUID soaps commonly consist of a solution of a coldmade potash soap of a vegetable oil, frequently coconut oil, in soft or distilled water. They vary in solids content from about 10 per cent to 30 per cent or more and almost invariably contain the glycerol which is normal to a cold-process soap. Some grades of liquid soap, particularly those of higher soap content intended for use as shampoo soaps, often contain an appreciable percentage of alcohol.

The analysis for total solids in such soaps is ordinarily made by drying a weighed sample with or without the addition of alcohol at 105°C. for several hours. Exact determination of the total solids is both slow and uncertain, since long-continued drying results in a gradual loss of glycerol. Table I shows the relationship between the total solids and glycerol of an aqueous potash-coconut oil liquid soap, samples of which were dried at 105°C. for varying lengths of time.

Table I—Potash Coconut Oil Liquid Soap

Time of drying Hours	Volatile at 105° C. Per cent	Indicated per cent of anhydrous, soap glycerol-free	Glycerol in dried sample Per cent
0	.....	2.10	.....
2	78.89	2.07	19.04
3	79.70	2.07	18.23
5	79.74	2.08	18.18
7	79.75	2.07	18.18
8	79.88	2.05	18.07
20	.....	1.76	.....
48	.....	1.46	.....

The results of Table I indicate that a 2-hour drying of a liquid soap sample (without addition of alcohol) is too brief to remove all of the moisture and that such samples can be heated up to about 8 hours at 105°C. before loss of glycerol begins to be appreciable.

The true soap content of a liquid soap can be accurately determined by the American Chemical Society's method for total anhydrous soap, but this method is time-consuming. The method used in some laboratories—i. e., of decomposing a soap with acid, weighing the fatty acids, and calculating the anhydrous glycerol-free soap—while giving satisfactory results with some soaps, yields inaccurate results on a soap made wholly or largely from coconut oil, for the reason that an indeterminate amount of the soluble and volatile fatty acids of coconut oil is lost in decomposing and drying.

A rapid and accurate method for determining the soap solids content of liquid soaps of known fat composition was accordingly sought, for control purposes in manufacture.

Method

It was found that the Zeiss immersion refractometer could be used for this purpose. The range of this instrument—i. e., of the older type, with one prism only—is from 1.32736 to 1.36640 and it is applicable to the determination of the soap solids content of wholly aqueous liquid soaps up to a concentration of 20 to 22 per cent.

Note—It should be emphasized that all the determinations herein described were made on aqueous solutions of various potash soaps of commercial oils. The immersion refractometer method is not directly applicable to the analysis of liquid soaps containing alcohol.

A potash-coconut oil liquid soap, made by the cold process from a commercial soap grade of coconut oil, was diluted to different concentrations with distilled water. The total solids content of the several dilutions was determined by drying 2-gram samples for 8 hours at 105°C. The refractive index was determined by the Zeiss immersion refractometer at exactly 20°C. The values of total solids plotted against refractive index give the curve shown in Figure 1.

All the points are thus seen to be on a straight line, whose equation is $y=ax+k$, in which,

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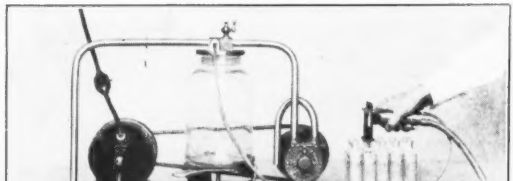

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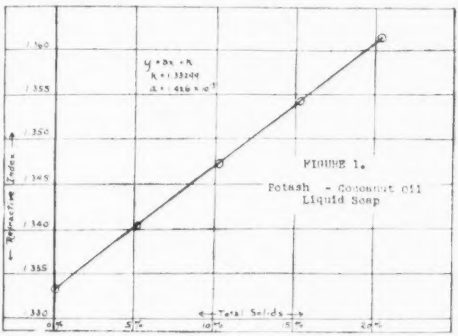
y=refractive index at 20°C.
x=per cent soap solids
k=1.33299 (14.5°Z.), the refractive index of distilled water at 20.0°C. on Zeiss instrument.
a=1.426×10-5

Method for Soaps from Various Oils

To determine the value of this method for liquid soaps made from other oils, liquid soaps were made up at appoximately 20 per cent concentration and adjusted to a free-alkali content of 0.05 per cent KOH from the thoroughly saponified cold-made potash soaps of cottonseed, corn, olive, and linseed oils and their respective fatty acids, and of coconut oil fatty acids. The total solids content of each of these soaps was determined by 8-hour drying at 105°C., and five readings taken on each of two separate portions of the ten samples with the Zeiss immersion refractometer at 20.0°C. The soap solids content of these several soaps was computed from their refractive indices and the coconut oil curve of Figure 1.



The calculated total solids were found to differ from the actual value by an amount which is a function of the refractive index of the original oil or fatty acid.

As would be expected, this difference is greater in the soaps made from fatty acids since the glycerol content of the soaps made from the oils themselves lowers the refractive index of the soap solids, although the higher the refractive index of the oil the greater the observed differences.

Portions of each of the ten liquid soaps except the coconut oil soap were diluted with an exactly equal weight of distilled water, thus giving samples of one-half of the soap content of the originals. The refractive index of these dilute soaps was determined at 20.0°C. The values so obtained in every case were found by plotting to fall exactly on the respective straight lines drawn between n_D^{20} =1.33299 (0 per cent solids, n_D^{20} of distilled water) and the n_D^{20} points of the original concentrations, thus proving that in all of these liquid soaps refractive index is directly proportional to concentration. The slope of each curve was calculated and plotted against the refractive index of the oils and fatty acids determined at 40° and 20°C., with results shown in Figure 2. The equations of these curves all have the general formula:

$$y=bx+c$$

in which y=slope of a potash liquid soap refractive index-concentration curve
x=refractive index of corresponding oil or mixed fatty acids
b and c are constants as follows:

Curve I, for fatty acids at 40°C.: b=0.00538, c=—0.006411

Curve II, for oils at 40°C.: b=0.00562, c=—0.006726

Curve III, for oils at 20°C.: b=0.00569, c=—0.006754

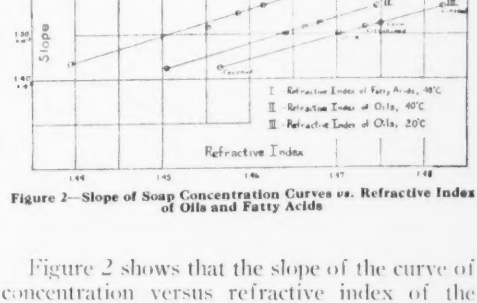

Slope
I Refractive Index of Fatty Acids, 40°C
II Refractive Index of Oils, 40°C
III Refractive Index of Oils, 20°C
Refractive Index

Figure 2—Slope of Soap Concentration Curves *vs.* Refractive Index of Oils and Fatty Acids

Figure 2 shows that the slope of the curve of concentration versus refractive index of the potash liquid soaps of various oils is proportional to the refractive index of these oils whether measured at 40° or 20°C. In the case of corresponding fatty acids (Curve I) results are not so consistent. It was not possible directly to measure the refractive index of these fatty acids at 20°C. for comparative purposes.

To determine further the validity of the curves of Figure 2, the following test was made. The refractive index of an edible tallow was determined on the Abbé refractometer at 40°C. The tallow was then saponified with potash and a liquid soap made therefrom by dissolving the soap in distilled water. The refractive index of the aqueous liquid soap was determined with the Zeiss immersion refractometer at 20.0°C. The slope of a tal-

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low potash liquid soap was calculated from the equation of Curve II and the concentration of the soap solution calculated. The following data were obtained:

Refractive index of tallow at 40° C.	1.4592
Refractive index of tallow-potash liquid soap at 20° C.	1.36214
Slope of tallow-potash liquid soap curve	0.001473

Then, since $y=ax+k$, and k is 1.33299, x, the concentration of the liquid soap, is 19.78 per cent total solids. A determination of the total solids of this liquid soap was then made by direct drying at 105°C., the results being 19.85 per cent for 4-hour drying and 19.81 per cent for 8-hour drying.

Effects of Excess Free Alkali or Free Fat

The effects of both excess free alkali and excess unsaponified free fat on the accuracy of the results by this method have been investigated, with results shown in Table II.

Table II

Sample	Coconut Oil Soap	Refractive index	Per cent From curve	Total Solids Direct drying
1	0.05 per cent free alkali, KOH	1.36173	20.11	20.04
2	0.27 per cent free alkali, KOH	1.36193	20.30	19.84
3	0.71 per cent free fat	1.36246	20.62	20.80

It is obvious that neither free fat nor free alkali would occur in a finished liquid soap made by the careful saponification of coconut oil of known saponification value with alkali of known strength.

Free Alkali—To a well-saponified potash-coconut oil liquid soap containing 0.05 per cent free alkali as KOH and 20.11 per cent total solids by the refractometer was added a sufficient quantity of a 20.1 per cent solution of pure potassium hydroxide in distilled water—i. e., a solution of the same moisture content as the liquid soap itself—to increase the free-alkali content of the mixture to 0.27 per cent as KOH while the water content remained unchanged. Determination of the total solids content by the immersion refractometer and the coconut oil curve showed a definitely higher amount than was actually present (Sample 2, Table II).

Free Fat—A special potash-coconut oil liquid soap was made up using an insufficient amount of potash for complete saponification, so that the finished liquid soap (Sample 3, Table II) contained 0.71 per cent unsaponfied coconut oil (equivalent to about 5 per cent of the coconut oil used). Determination of the total solids content by the refractometer gave a result definitely lower than obtained by direct drying, but it should be noted that this finished liquid soap revealed the fact that it would be incompletely saponified by remaining persistently turbid. There is no legitimate excuse for any liquid soap containing as much free alkali as 0.27 per cent KOH or as much free fat as 0.7 per cent being on the market.

Note: It does not follow that a turbid liquid soap necessarily contains free fat, since persistent turbidity would also be caused by dissolving the soap base in hard or incompletely softened water.

Canada's Disinfectant Trade Grows

Disinfectants, produced in Canada in 1924, were valued at $118,084, as compared with $77,699 during the previous year, according to a final report recently issued by the Dominion Bureau of Statistics. Raw materials, used in disinfectant manufacture during the same year, cost $47,076 as against $30,226 in the previous year. The report stated that the bulk of this money was expended for creosote, lubricating, mineral and vegetable oils, together with some metallic salts such as lead nitrate and zinc chloride.

$10,000 For Anti-Price-Cutting Plan

Lehn & Fink Products Co., Bloomfield, N. J., plan to spend the sum of $50,000 in order to stimulate thought on the subject of price maintenance. They offer a prize of $10,000 for the most practical plan presented for eliminating price-cutting practices. It is hoped that a suitable plan will be presented, which may be submitted to the Committee on Interstate Commerce at the next hearing for price maintenance legislation.

Exports of creosote oil from Germany in the first quarter of 1926 were 33,956 metric tons as compared with 160,773 tons in 1925. Exports to the Netherlands were 26,177 tons in the first quarter as compared with 108,398 tons in all of 1925. Exports to the United States were 11 tons in the first quarter of 1926 as compared with 13,256 tons in twelve months of 1925.

A Spanish Royal decree of May 11, provides that on and after September 1, 1926, every container of disinfectant products, produced in Spain or imported from abroad, must bear on the wrapper in an easily visible position the class of distinctive mark which is assigned to it, according to its sales price and nationality.

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Is Derris an Insecticide Possibility?

DERRIS root, or tuba plant, from which derrid, the resinous poisonous extractive is secured, is now attracting considerable attention in England and the continent as an insecticide, with possible uses in the home and on domestic animals. According to S. B. Redecker, U. S. consul in Sumatra, the extraction of the poison is simple. After the roots are cleaned to free them from particles of soil, they are crushed and pounded and allowed to soak for some time in water. The longer the time the roots are allowed to soak, the stronger will be the extract secured. Very often after the first soaking, the roots are again pounded and crushed and placed back in the water to soak for a longer period so that the maximum amount of extract will be secured. Water is then added to the extract thus secured until the proper solution is reached for spraying upon the plants or use on the animals, as the case may be.

Tuba roots are of commercial value because of resinous, poisonous substance known as derrid which they contain in quantities of 2½ to 3 percent, especially in the root bark. This poison, when extracted and mixed with water, has proved to be an excellent insecticide for combatting certain kinds of plant insects and it has also been found to be extremely effective for use upon livestock as a body wash for destroying animal insects and pests. It is believed that it has acquired considerably increased importance during recent years as its properties and uses as an insecticide have become better known in Western countries and that the demand for it has increased, owing especially to the scarcity and increased cost of other articles heretofore used for the same purpose.

Being Cultivated in Sumatra

WITHIN the last few years a large European rubber plantation in Sumatra, the Sumatra Caoutchouc Maatschappij, whose selling agent is Guthrie & Co., Medan, Sumatra, has become interested in derris root as a commercial cultivation and this estate has a rather small area planted with derris which is already in production. It is reported that the first roots secured from this estate were sold about eighteen months ago. The tobacco estates already mentioned purchased part of their requirements of the root from this estate last year and the rest was purchased locally in Medan or imported from the Federated Malay States. It is reported that this estate will be able to produce approximately 300 tons of derris roots this year. The cultivation is still in a more or less experimental stage, but if it proves profitable undoubtedly additional areas will be laid out and cultivated systematically not only by this estate but possibly by other European estates and that the exportable quantities from Sumatra, therefore, will undergo considerable increase in the future. The present price of derris roots in Medan (commercial center of Northern Sumatra and largest city in all Sumatra), is approximately 0.80 florins (United States currency, $0.32) per kilo.

Commenting on the search for non-poisonous insecticides, especially to replace arsenicals and the like, the Chemical Trade Journal of London has the following to say regarding derris extractives: "The problem of the production of non-poisonous insecticides equal in potency to the usual arsenicals and nicotine compounds is not proving one easy of solution. Among authorities on the subject a decided conflict of opinion exists as to whether it will ever be possible to displace arsenicals from the proud position which, despite their manifold disadvantages, they hold at the present time. For although toxicity to harmful insects and plant fungi is the main quality desired in a commercial insecticide for large scale employment, other factors, such as those of ease of application, cost, and capacity of production, in large bulk, come into the question. Again the poisonous nature of an insecticide only gives rise to risk other than the usual industrial risks incidental to the handling of dangerous materials in special cases such as that which caused the recent "arsenic in apples" scare. But neither the makers nor the users of insecticides have been blind to the general advantages in the employment of non-poisonous materials if these latter will really do their work, and a good deal of investigation towards this end has been carried out in this country, and in America during the past few years. One of the products that have attracted most attention is the root of a woody climbing plant known botanically as *derris elliptica* and popularly as derris root or tuba root, which grows abundantly in the tropics and particularly in the Straits Settlements. This material was used by the Chinese as an insecticide more than a hundred years ago, but it has only been within the past decade that it has been the source of serious study by insecticide makers in this country. The active principles of the plant

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are apparently a number of similarly constituted resins which are insoluble in water, but which produce a milky emulsion when the roots or stems of the fresh plant are steeped or pulped with water. For transportation purposes the plants are usually sun-dried, an operation which renders it impossible to extract the active principles by simple steeping processes and which therefore necessitates the roots being ground or otherwise suitably treated in the factory before a preparation can be obtained which is convenient for practical use. The mixture of resins possessing all the toxicity of the plant was isolated recently by Tattersfield and Roach as a white crystalline substance, and has been given the name tubatoxin, but very little seems to be known as to the actual constitution of the resins. As to its properties, derris is stated to be extremely efficient in its action on insects, and to have no injurious effects on the foliage and blossoms. It has been proved to be not only a contact poison, but a stomach poison, and that its effects when applied to leaves are surprisingly permanent. Already many manufacturers in this country have placed upon the market proprietary articles, the basis of which is derris, and the method of the application of derris in the form of a dry dusting powder is yearly coming into greater favour. Most of the published information on the insecticidal value of derris appears to be the work of private investigators, no large scale trial by official or semi-official agricultural organisations having apparently been carried out. The elucidation of the chemical structure of the active principle of the derris root is evidently proving a difficult problem, but it seems one well worth the trouble entailed."

A report to the U. S. Public Health Service indicates that anthrax and hoof and mouth disease have broken out among cattle in the vicinity of Vera Cruz.

Fluosilicates as Insecticides

Use of calcium fluosilicate and fluffy sodium fluosilicate as both an agricultural and household insecticide was described by S. Marcovitch recently in *Industrial and Engineering Chemistry*. The calcium salt which is by-product in the volatilization method of treating phosphate rock in phorphoric acid manufacture, is insoluble, light, and fluffy. The sodium salt is usually used with silica or other filler, up to thirty per cent, to make it suitable for use as a dust.

When the fluosilicates were mixed with bran in the proportion of 1 to 20, they were found effective in cage tests. Roaches were readily controlled with commercial sodium fluosilicate by sprinkling some of the powder in the corners of the pantry or on kitchen floors. Sodium fluosilicate is also very useful against chicken lice when dusted in the feathers. One great advantage of the fluosilicates over the arsenicals is their effectiveness against a variety of insects which cannot be controlled by arsenic. Furthermore, the fluosilicates appear fully as toxic as the arsenicals in quantitative tests against certain insects, whereas against man arsenic is far more poisonous. Sollman states that the fatal dose for the trioxide varies from 0.1 to 0.3 gramme. Arsenic is also a nerve and capillary poison so that minute quantities are capable of destructive action. The fatal dose for sodium fluosilicate is not given, but for sodium fluoride is said to be 0.5 gramme per kilogramme of body weight. This means that arsenic trioxide is from 100 to 300 times as poisonous to animals as sodium fluoride.

Alexander J. Marcuse, vice-president of the West Disinfecting Co., sailed for Europe on the steamer, Olympic, July 31.

The American Veterinary Medical Association is holding its annual meeting at Lexington, Ky., August 14 to 18.

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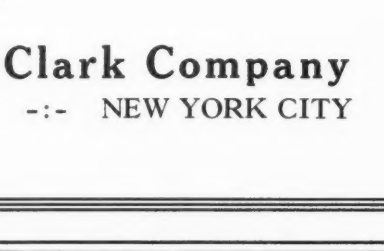

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Market Report on

TALLOW, GREASES AND OILS

There has been considerable activity in some of the important soap oils and fats, during the period closing, notably in palm oil and tallow, but the volume has been distinctly disappointing to sellers. This is of course largely discounted by the season and the trade expects renewed interest in the near future. Coconut oil and greases have been in small demand and are lower. Palm kernel oil and olive oil foots have been practically dead and prices have dropped. Commercial olive oil registered the only advance, during the period, on shortage of spot stocks.

Coconut Oil

Factors report an active demand from most quarters, but sales have not generally been for large quantities. The most important buyers have continued out of the market, as far as actual sales have been concerned, and this, more than any other one thing, has aided in depressing the market. Reports indicate that sales of oil in bulk have been made recently at as low as 8⅞c, but 9c is generally accepted as the lowest point reached. At this time there are no open sellers at this figure, 10c being the inside for spot goods in tank cars and 9¼c to 9⅜c for futures.

Cottonseed Oil

The past month has seen some activity in cottonseed oil, but taken as a whole has not been a good one for sellers, with trading of a decidedly spotty nature. Crop reports have been bullish, in the main, and have helped to force prices to lower levels, P.S.Y. sold inside at 12½c during the past week, closing at 13c. Some new crop oil is already being offered in the Southwest. Crude continues practically off the market.

Greases

Better demand sent prices above the closing figures of a month ago, but this soon disappeared, leaving business as slow as it was previously. The last week or ten days has seen declines that have brought quotations almost to the last period's closing level. House is offered at 7⅞c inside, white is bringing from 8½c to 11½c and yellow goods are at a parity with house.

Fish Oils

Buyers have not been paarticularly active in this market, although their demands have been steady enough to keep prices on an even keel. Offerings have been light in keeping with demand. Cod continues at 60c to 62c, light pressed menhaden is unchanged at 65c to 67c for spot barrels and whale is selling at 78c, 80c and 82c, as to grade.

Olive Oil

After reaching a low of $1.10 a gallon commercial olive oil rebounded to $1.30 inside. Prices range to $1.40 as to quantity and seller. Reports indicate that an unusually large quantity of oil was suddenly removed from the market and with summer stocks naturally at low ebb the trade was left short.

Olive Oil Foots

Foots are in very slow demand at 8c, either for spot or shipment. This is the lowest point foots have reached in almost a year. Factors report little or no activity at this time, but expect that buyers will show more interest in the near future.

Palm Oil

In spite of weakness in related products palm oil has held through the period closing at virtually unchanged prices. Business in this item has been good, considering the season, according to reports, and has been responsible for the lack of price revisions to lower levels. Lagos oil is named at 8.8c on spot, with shipment goods offered at 8.6c. Niger oil is inside at 8¼c on spot, shipment price being 8c.

Palm Kernel Oil

With coconut oil lower than sellers care to offer palm kernel this market is virtually dead. Sellers are asking 9¾c for tanks and 10¼c to 10½c for spot casks and barrels. Shipment tanks are held at 9¾c, with casks at 10c. There are said to be no buyers at these figures.

Tallow

Trading is active, but prices have not advanced beyond the closing a month ago. Tallow is inside at 8¼c. f.o.b. works. Considerable export business was reported done two or three week ago, but of late this has dwindled to almost nothing. Although the market has been fairly active sales have been confined to rather smaller quantities than usual. Offer-

Vegetable Oils

Coconut Oil — *Olive Oil*
Palm Kernel Oil — *Olive Oil Foots*

Tallow — Grease

Oleo Oil — *Oleo Stearine*

FREY & HORGAN

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Hanover 5527-28-29

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"Freyhorgan"

Caustic Potash

CONSOLIDIRTE ALKALIWERKE, WESTEREGELN

90/92%

Electrolytic

Fused — Broken — Flakes — Powder

All Caustic Potash manufactured by Consolidirte Alkaliwerke is guaranteed to contain a minimum of 90% actual KOH.

Sole American Agents

THE SUPERFOS COMPANY

535 Pearl Street — New York City

ings are not particularly heavy and when a reaction sets in, in related oils and fats, tallow will probably be one of the first to follow.

STEARIC ACID

Continues in fair demand at unchanged prices. Double pressed goods are selling at 13c to 13½c, with triple pressed acid ranging from 15c to 15½c.

Soap Exports Up 7% During 1926

Both exports and imports of soaps showed a gain for the first half of 1926, according to the figures of the Department of Commerce. The report states: "The outgoing shipments of the soap and toilet preparations group, which showed a gain of 8 per cent, exceeded the incoming by nearly two-thirds. One-half of the total exports of $8,165,000 was comprised of soap, which improved 7 per cent.

"Of the $4,119,400 worth of perfumery and toilet preparations exported the perfumery and toilet waters class was the only one which failed to reach the figure for the corresponding period of 1925. The exports for these commodities during the first six months of 1926 were: Perfumery and toilet waters, $193,200; talcum and toilet powders, $884,800 (1,727,500 pounds); creams, rouges and other cosmetics, $699,000 (1,225,200 pounds); dental creams, $1,478,300 (1,402,400 pounds); other dentifrices, $205,500 (291,600 pounds), and all other toilet preparations, $668,500 (945,400 pounds).

"Soap, accounted for 16 per cent of the imports of $3,029,400 worth of soap and toilet preparations, which group recorded an improvement of 22 per cent over last year. The imports of perfumery and bay rum rose in quantities from 472,400 pounds in January-June, 1925, to 586,400 pounds, in January-June, 1926, but declined in values from $923,000 to $740,500."

E. I. du Pont de Nemours & Co. plan to start construction of a dynamite plant near Birmingham, Ala., sometime in the fall. They have taken an option on suitable property, and will erect a plant which will supply high explosives to the mining districts of the Southeast Atlantic Gulf States.

The Co-operative Wholesale Society, Irlam, near Manchester, England, recently enlarged their soap plant by the addition of a new section with a capacity of 500 tons per week. About 1,600 men are now employed in producing the total weekly output of 900 tons.

Contracts Awarded

(From Page 39)

Baltimore at 5.49c, and 1,800 for Fort Meyer at 5.56c.

The following contracts for soap have been awarded by the quartermaster, Brooklyn: 150,000 pounds powdered soap, at 9.72c to John T. Stanley Co., Inc.; 10,000 cakes ivory soap or equivalent, Be Vier & Co., at 6.45c; and 10,000 cakes palmolive soap or equivalent, Palmolive Co., at 6.35c.

Clifton Chemical Co. has been awarded a contract for 54,500 pounds automobile soap at 46.9c pound in barrels, 49.9c in half barrel lots or 57.7c in 50 pound tins.

The following contracts for soap have been awarded by the general storekeeper, custom house, New York: fine grit cake soap at 80c and coarse at 35c to Purdy & Stevens; laundry soap for 936 cases, $3.054 to J. Eavenson & Sons, Inc., or for quantities in excess of 936 cases at $3.066 to Procter & Gamble; and white floating soap at 8.93c to Windsor Soap Co.

Look for Lower Bergamot Prices

In a report on the bergamot oil market from Emil Fog & Figli, Messina, to their American agents, Parsons & Petit, New York, they say: "It is surprising to note how very steady the spot prices for this oil have been maintained, although business in this article is extremely stagnant. The attitude of large consumers is to be appreciated when they refuse to be interested whilst such limits as 24/- to 25/- have been ruling, as there is really no justifiable ground for the prolongation of these inflated prices. The real reason for the present high market is to be found in comparatively large stocks held by certain speculators, whose propaganda is aimed at preserving their own interests. So long as producers exert no pressure by bringing their own goods on the open market, the prospects for the near future are not promising as far as an easier market is concerned.

The new crop production commences towards the end of November and in approaching this period, we consider it very likely that producers will want to dispose of their old stock and financially straighten out their position. The obvious result of this movement will be a falling market to a level of about 17/- to 19/- per lb. net ($4.55 New York). As we said before, the existing stocks are ample to cover all requirements and are estimated at about 150,000 lbs."

MYSORE GOVERNMENT

East Indian Sandalwood Oil

SOLE DISTRIBUTORS

Essenflour Products, Ltd.

Mysore S. India

Distillers of Essential Oils and Manufacturers of Perfumery Products

THE Mysore Government distills and sells only one grade of Oil, a strictly pure genuine Sandalwood Oil put up in distinctive cans and cases, labelled and serially numbered. Oil supplied in other styles of containers may be U. S. P., but we can accept no responsibility for its genuineness or its freedom from adulteration. The buyer who specifies Mysore Oil should receive it in original containers and is then absolutely protected. This oil we offer exclusively in labelled containers. Further protection is insured by the smaller label placed over the cap. This label is numbered and a complete record of each case shipped is kept by us.

For your own protection, insist on Original Cans and Cases

PACKED IN 100-LB. CASES—EACH CASE CONTAINS 4 25-LB. TINS
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Market Report on

ESSENTIAL OILS AND AROMATICS

(As of August 9, 1926.)

The first week in August saw an expansion of buying of essential oils by consumers with a consequent firmer undertone in the market. The dullness and easy tendency which was noted late in June and during July, have apparently passed and buyers are beginning to enter the market in anticipation of their fall requirements. Apparently, they believe that prices are at the bottom of the present swing in the market and are cheaper now than they will be a month or two later. It is difficult to see how the franc can touch lower levels without complete collapse. As this does not appear likely, stronger French exchange may make its influence felt in prices for geranium, lavender, and other oils.

Oil Bergamot

Although reports from Europe for the future are somewhat bearish, on spot the price stands higher this month than last. Standard goods in original containers are now inside at $6.00 lb. against $5.75 last month. This price ranges up to $6.50 as to seller. Demand has been better and shippers abroad are holding prices high.

Oil Cassia

There has been no appreciable change in the position here. Spot technical oil holds around $2.00 or slightly less with U. S. P. goods at $2.15 up to $2.35 lb. as to seller and quantity.

Oil Cedar

Continues to sell at the low levels established several months ago. For spot cedarwood oil, 20c lb. is inside for quantities with lesser lots quoted up to 22½c lb. The low price has accounted for the movement of large quantities, reports state. Oil cedarleaf at 85c to $1.00 lb. spot as to seller.

Oil Citronella

The position has remained unchanged with demand better. The price closed this month the same as last, 42c lb. in drums spot for Ceylon oil ranging to 44c as to seller. Cans are two cents higher than this. Java oil has been very quiet with a range all the way from 65c to 70c lb. as to seller and quality. The low price of geranium still influences citronella prices.

Oil Geranium

Prices have apparently been forced as low as they can go. There has been no appreciable change during the past month. Spot Bourbon oil in drums has been held from $2.50 up as to seller. Large quantities are reported to have passed to consumers at these low figures. African oil is also apparently firmer without change in price at $2.60 to $3.00 lb. Any firming in the franc is expected to have an immediate effect on the geranium market.

Oil Lavender

Quiet and unchanged. Prices hold at the same levels with good quality flower oil commanding $3.75 all the way to $4.25 lb. spot. Demand shows evidence of expansion thus far in August.

Oil Peppermint

The arrival of the 1926 season finds no sharp break in the price. Quotations are somewhat lower at $13.00 lb. for natural and $13.75 for redistilled, which figures are about a dollar under July quotations. The farmers are financially well off and it is reported they have refused steadfastly to accept low bids for their oil. Demand continues limited to smaller quantities.

Oil Sandalwood

Steady and firm without change in price. Demand has been routine with genuine Mysore oil commanding inside $7.10 lb. in single cans.

Menthol

Menthol made a decided turn about from its previous weakness this month and prices jumped up to $4.75 lb. spot in cases and held very firm thereat. This compares with $4.25 a month ago. Synthetic menthol is reported selling at $3.75 lb. from the maker.

Methyl Salicylate

The low prices ruling for methyl salicylate for some months past are reported to have brought a tremendous increase in consumption. At 30c to 40c lb., methyl salicylate is a cheap odor.

Safrol

This item has also been in heavy demand owing to low price ruling. With methyl salicylate, it has been in very heavy demand for fly sprays and disinfectant products. Drums from makers at 29c to 31c lb.

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FIRST NATIONAL BANK BLDG., CINCINNATI, OHIO

50 BROAD STREET NEW YORK

Market Report on

SOAP AND DISINFECTANT CHEMICALS

(*As of August 9, 1926.*)

The market already shows signs of recovering from the dullness of summer which has characterized the past two months. Contract deliveries have been heavy and there has also been an interest in new business which was not apparent a month ago. The trade apparently looks forward to a brisk fall business. On the whole, prices are firmly maintained and the tendency to cut under to get business is not so much in evidence.

Adeps Lanae

Stocks of lanolin are reported to be comparatively scarce on spot. Some brands are not obtainable. Prices are strong, but unchanged, at 17c up to 21c for hydrous and 19c all the way up to 25c lb. for anhydrous, both in bulk.

Formaldehyde

The stronger position of wood alcohol brought a sharp advance in formaldehyde during the month. Makers moved their prices to an inside of 10½c lb. for barrels or carboys.

Cresylic Acid

No change in the spot position of cresylic acid has been noted during the month although the British coal strike has continued a threat in the background. Demand has been routine with prices unchanged at 57c to 60c gal. for dark 95% and 59c to 65c for pale 97%.

Alkalies

As the year advances and the tremendous consumption of alkalies keeps up, the prediction has been hazarded that 1926 will probably be a record year in this respect. Heavy production of caustic and ash apparently is being met by an equally heavy consumption which has the effect of maintaining a firm market. Seasonal slowness in contract shipments of alkalies this summer has not been at all pronounced. The consumption of alkalies is evidently a good indication of the general industrial activity throughout the country.

Glycerin

Demand for glycerin has not been as persistent as previously and there is less stringency in forward positions. Prices, however, hold most of their strength, although there has unquestionably been an easing off in the tightness of the general market. That this is only temporary is indicated by the fact that many holders are refusing to let go at anything under full market prices. Dynamite is reported at 27c to 28c lb. naked with some asking 28½c and 29c firm. Buyers are bidding under these figures, but getting little at the lower levels. C. P. ranges from 30c to 31½c without change. Lye was 18c basis 80% at works and saponification 88% was 21c nominal at the close.

Rosins

Rosin prices again moved upward during the past month and closed at practically equal to the levels of previous high prices of the year. Shipments are reported to have been fairly heavy and the market strongly controlled by producers. B closed at $14.30 bbl; H at $15.00; WG at $16.00; WW at $16.15. This was a sharp gain for the lower grades and a small advance for the higher grades. At these prices, the soapers' interest in rosin is naturally on the wane.

Insect Powder

Business is not as active as formerly in powder as the tail end of the 1926 season approaches. Pure powder is quoted at 26c to 28c lb. as to seller and quantity. Demand for pyrethrum extract is good with makers quoting $2.25 gal. for the concentrated material.

Caustic Potash

Has continued in active demand with prices firm. Solid in drums spot or works from maker or importer at 7⅛c to 7½c lb. Liquid 45% KOH tanks works at 3¼c lb.

Trisodium Phosphate

Little change has been noted. Movement of goods into the detergent field has been good and consumption in these quarters continue to expand. Prices firm at 4½c to 5c bbls. works from makers as to quantity.

Creosote Oil

The demand for creosote oil has continued good, according to reports, and prices are firmly maintained at previously noted levels. Quoted 14c to 15c gal. works as to seller and grade. Tar acid oil as to grade from 26c gal. to 30c.

Paradichlorobenzene

Demand for insecticide and deodorant uses has been good. Makers moving stocks at 20c up to 22c lb., according to quantity and seller.

The Service *that accompanies them is satisfactory, too.*

CAUSTIC SODA

(Flaked, solid or liquid)

CAUSTIC POTASH
(Flaked, solid or liquid)

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CURRENT PRICE QUOTATIONS

Chemicals

Acetone, C. P., drums	lb.	.13	.14
Acid, Boric, bbls.	lb.	.09½	.10
Cresylic, 95%, dk., drums	gal.	.57	.63
97-99%, pale, drums	gal.	.59	.65
Formic, 85%, tech.	lb.	.10½	.11
Oxalic, bbls.	lb.	.11	.13
Salicylic, tech.	lb.	.28	.30
Sulfurous, 6% chys.	lb.	.06	.07
Adeps Lanae, hydrous, bbls.	lb.	.16	.20
Anhydrous, bbls.	lb.	.19	.22
Alcohol, Ethyl, U. S. P., bbls.	gal.	5.00	5.25
Complete Denat., No. 5, drums ext.	gal.	.30	.40
Ammonia Water, 26 deg., drums wks.	lb.	.04	.06
18 deg. drums wks.	lb.	.03½	.04
Ammonium Carbonate, tech., bbls.	lb.	.11	.14
Bay Rum, Porto Rico, denat., bbls.	gal.	.85	.95
St. Thomas, bbls.	gal.	.85	.90
Benzaldehyde, U. S. P.	lb.	1.20	1.40
Technical	lb.	.68	.72
Bleaching Powder, drums	100 lb.	2.40	3.00
Borax, pd., cryst., bbls., kgs.	lb.	.05½	.06
Carbon Bisulphide, drums	lb.	.06	.07
Carbon Tetrachloride	lb.	.06½	.07
Caustic, see Soda Caustic, Potash Caustic			
China Clay, filler	ton	20.00	40.00
Creosote, U. S. P., carbys.	lb.	.42	.45
Cresol, U. S. P., carbys.	lb.	.24	.25
Creosote Oil, drums	gal.	.14	.17
Epsom Salt tech.	100 lb.	2.00	2.25
U. S. P., bbls.	100 lb.	2.50	3.00
Formaldehyde, bbls.	lb.	.10½	.11
Fullers Earth, bags	ton	25.00	35.00
Glycerin, C. P., drums	lb.	.30	.32
Dynamite, drums	lb.	.27	.28
Saponification, tanks	lb.	.22	.23
Soap, Lye, tanks	lb.	.18	.19
Hexalin, drums	gal.	4.75	5.00
Iodine, resubl. jars	lb.	4.65	4.90
Iodoform, bottles	lb.	6.00	6.50
Kieselguhr, bags	ton	65.00	75.00
Lanolin, see Adeps Lanae.			
Lead Acetate (Sugar Lead), white	lb.	.15	.16
Lime, live, bbls.	100 lb.	1.10	1.20
Menthol cases	lb.	4.75	5.25
Synthetic	lb.	3.75	4.00
Mercury Bichloride, kegs	lb.	1.20	1.30
Naphthalene, ref. flakes, bbls.	lb.	.06½	.08
Nitrobenzene (Myrbane), drums	lb.	.10	.11
Paraffin, cases, slabs	lb.	.07½	.10
Paradichlorobenzene, bbls.	lb.	.20	.22
Paraformaldehyde, cases	lb.	.45	.50
Petrolatum, bbls. (as to color)	lb.	.03	.13
Phenol (Carbolic Acid), drums	lb.	.18	.22
Pine Oil, bbls.	gal.	.64	.66
Potash, Caustic, drums	lb.	.07¼	.08
Potassium Bichromate, casks	lb.	.09	.09½
Pumice Stone, powd.	100 lb.	3.00	3.50
Rosins (600 lb. bbls. gross for net)—			
Grade B to H, basis 280 lb. bbl.	bbl.	14.75	15.65
Grade K to N	lb.	15.75	16.50
Grade WG and WW	bbl.	16.80	16.90
Rotten Stone, powd., bbls.	lb.	.02½	.05
Silica, Ref., floated	ton	20.00	30.00
Soda Ash, Contract, wks., bags	100 lb.	1.38	1.50
Five bbls. un. local	100 lb.	2.29	2.50
Soda Caustic, Contract, wks. sld.	100 lb.	3.10	3.30
Five drums up, solid, local	100 lb.	3.76	3.90
Five drums up, grnd. flk.	100 lb.	4.41	4.65
Soda Sal, bbls.	100 lb.	1.30	1.50
Soda, Sesquicarbonate, bbls.	100 lb.	3.00	3.75
Sodium Chloride (Salt)	ton	13.00	20.00
Sodium Fluoride, bbls.	lb.	.09	.10
Sodium Hydrosulphite, bbls.	lb.	.24	.28
Sodium Phosphate, bbls.	lb.	.05	.06
(Trisodium phosphate)			
Sodium Silicate, 40 deg., drums	100 lb.	.80	1.25
Drums, 60 deg., wks.	100 lb.	1.70	2.00
In tanks, 10c less per hundred works.			
Tar Acid Oils, 15-25%	gal.	.26	.30
Zinc Stearate, bbls.	lb.	.21	.23

Oils—Fats—Greases

Castor, No. 1, bbls.	lb.	.12½	.13
No. 3, bbls.	lb.	.11½	.12
Blown, bbls.	lb.	—	.15½
Coconut, Ceylon, bbls., N. Y.	lb.	.10	.10½
Tanks, Coast	lb.	.09	.09½
Manila, bbls., N. Y.	lb.	.10	.10½
Tanks, Pacific Coast	lb.	.08½	.09
Edible, bbls., N. Y.	lb.	—	.12
Cod, Newfoundland, bbls.	gal.	.60	.65
Tanks, N. Y.	gal.	.58	.60
Copra, bags	lb.	—	.05½
Corn, ref., bbls., N. Y.	lb.	—	.15
Crude, tanks mills	lb.	—	.11
Bbls., N. Y.	lb.	—	.13
Cottonseed, crude, tanks mill	lb.	—	—
PSY, bbls., N. Y.	lb.	.13	.14
Degras, Amer., bbls., N. Y.	lb.	.05	.05½
English, light, bbls., N. Y.	lb.	.05½	.06
Brown, bbls., N. Y.	lb.	.05	.05½
Light brown, bbls., N. Y.	lb.	.04½	.04¾
Dark, bbls., N. Y.	lb.	.04	.04¼
Neutral, bbls., N. Y.	lb.	—	.09
Moellon, bbls., N. Y.	gal.	—	.50
Greases, choice white, bbls., N. Y.	lb.	.09	.12
Yellow	lb.	.08	.08½
Brown	lb.	—	.07½
House	lb.	—	.07¾
Bone naphtha	lb	—	.07¾
Lard, prime steam, bbls.	lb.	—	.16
Compound, bbls.	lb.	.16¼	.16½
Lard Oil, edible prime	lb.	—	.17½
Off prime, bbls.	lb.	—	.15
Extra, bbls.	lb.	—	.14¼
Extra, No. 1, bbls.	lb.	—	.12¼
No. 2, bbls.	lb.	—	.11½
Linseed, raw, bbls., spot	lb.	.12½	.13
Tanks, raw	lb.	.11½	.12
Boiled, 5 bbl. lots	lb.	.13	.13½
Menhaden, crude, bbls., works	gal.	—	—
Crude, tanks, Balt.	gal.	.47½	—
Light pressed, bbls.	gal.	.65	.65
Yellow, bleached, bbls.	gal.	.68	.70
Extra bleached, bbls.	gal.	.70	.72
Oleo Oil, No. 1, bbls., N. Y.	lb.	—	.13
No. 2, bbls., N. Y.	lb.	—	.12
No. 3, bbls., N. Y.	lb.	—	.11
Olive, denatured, bbls., N. Y.	gal.	1.15	1.20
Edible, bbls., N. Y.	gal.	2.00	2.30
Foots, bbls., N. Y.	lb.	.08¼	.08½
Shipments	lb.	.08	.08¼
Palm, Lagos, casks	lb.	.08¾	.09
Niger, casks	lb.	.08½	.09
Palm Kernel, bbl., N. Y.	lb.	.10¼	.10½
Peanut, refined, bbls., N. Y.	lb.	.15	.16
Crude, bbls., N. Y.	lb.	—	.13
Red Oil, distilled, bbls.	lb.	—	.09¾
Saponified, bbls.	lb.	.11	.11½
Tanks	lb.	—	.09¼
Soya Bean, crude, tks., Pacific Coast	lb.	—	.11
Crude, tanks, N. Y.	lb.	—	.14
Crude, bbls., N. Y.	lb.	—	.13½
Refined, bbls., N. Y.	lb.	—	.15
Stearic Acid, s. p. 200 lb. bags	lb.	—	.13
Double pressed	lb.	.13	.13½
Triple pressed, bgs.	lb.	.15	.15½
Stearine oleo, bbls.	lb.	.12¼	.12½
Tallow, edible tierces	lb.	.10	.10¼
City, extra loose	lb.	—	.08¼
Tallow oils, acidless, tanks, N. Y.	lb.	.11½	.12
Bbls., c/l, N. Y.	lb.	—	.12
Whale, nat. winter, bbls., N. Y.	gal.	—	.78
Blchd., winter, bbls., N. Y.	gal.	—	.80
Extra blchd., bbls., N. Y.	gal.	—	.82

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76% Caustic Soda

Bicarbonate of Soda

Modified Sodas

Special Alkalies

SODA ASH
CAUSTIC SODA
TEXTILE SODA
BICARBONATE OF SODA
MODIFIED SODA
SPECIAL ALKALI

DIAMOND ALKALI COMPANY
PITTSBURGH, PA.

CURRENT PRICE QUOTATIONS

(Continued)

Essential Oils

Almond, Bitter, U. S. P.	lb.	3.00	3.50
Bitter, F. F. P. A.	lb.	3.00	3.75
Sweet, cans	lb.	.85	.95
Apricot, Kernel, cans	lb.	.60	.65
Anise, Tech., cans	lb.	.55	.60
U. S. P., cans	lb.	.60	.65
Australian Sandalwood	lb.	5.00	5.50
Bay, tins	lb.	2.00	2.10
Bergamot, coppers	lb.	6.00	6.25
Artificial, cans	lb.	2.00	2.20
Birch Tar, rect., bot.	lb.	.55	.60
Crude, tins	lb.	.18	.20
Bois de Rose, tins	lb.	2.75	3.00
Cade, cans	lb.	.27	.29
Cajuput, native, tins	lb.	.75	.80
Calamus, bot.	lb.	3.75	4.00
Camphor, Sassy, drums	lb.	—	.14½
White, drums	lb.	.11½	.12
Cananga, native, tins	lb.	5.25	5.50
Rectified, tins	lb.	5.50	6.00
Cassia, 80-85%	lb.	2.00	2.25
Redistilled, U. S. P., cans	lb.	2.20	2.30
Cedar Leaf, tins	lb.	.85	1.00
Cedar Wood, light, drums	lb.	.20	.23
Citronella, Ceylon, drums	lb.	.42	.45
Java, drums	lb.	.65	.70
Cloves, U. S. P., cans	lb.	1.70	1.80
Copaiba	lb.	.40	.45
Erigeron, 20 lb. tins	lb.	6.00	6.25
Eucalyptus, Austl., U. S. P., cans	lb.	.52	.55
Fennel, U. S. P., tins	lb.	.80	.90
Geranium, African, cans	lb.	2.75	3.00
Bourbon, tins	lb.	2.50	2.75
Hemlock, tins	lb.	.85	.90
Lavender, U. S. P., tins	lb.	3.75	4.25
Spike, Spanish, cans	lb.	1.00	1.30
Lemon, Ital., S. P.	lb.	2.25	2.50
Lemongrass, native, cans	lb.	1.05	1.10
Linaloe, Mex., cases	lb.	2.50	2.75
Neroli, Bigarde, ½ & 1 lb. bot.	lb.	75.00	100.00
Petale, 1 lb. bot.	lb.	100.00	125.00
Artificial, 1 lb. bot.	lb.	10.00	20.00
Nutmeg, U. S. P., tins	lb.	1.65	1.70
Orange, bitter, tins	lb.	2.70	2.90
Sweet, W. Ind., tins	lb.	2.60	2.75
Italian, cop.	lb.	2.75	3.00
Distilled	lb.	1.70	1.80
Origanum, cans tech.	lb.	.25	.28
Patchouli	lb.	6.75	7.00
Pennyroyal, dom.	lb.	2.25	2.50
Imported	lb.	2.00	2.10
Peppermint, nat. cases	lb.	12.50	13.00
Redis., U. S. P., cases	lb.	13.50	14.00
Jap. demen. (in bond)	lb.	3.00	3.25
Petit Gram, S. A., tins	lb.	2.00	2.10
Pinus Sylvestris	lb.	.85	1.25
Pumilio, U. S. P.	lb.	2.25	2.50
Rose, French	oz.	9.00	9.50
Bulgarian	oz.	9.50	11.00
Artificial	oz.	2.00	2.75
Rosemary, U. S. P., drums	lb.	.50	.60
Tech., lb. tins	lb.	.40	.45
Sandalwood, E. Ind., U. S. P.	lb.	7.10	7.25
W. Indian (Amayris)	lb.	1.80	2.00
Sassafras, U. S. P.	lb.	.80	1.00
Artificial	lb.	.25	.28
Spearmint, U. S. P.	lb.	5.75	6.00
Spruce	lb.	.85	.90
Thyme, red, U. S. P.	lb.	.75	.80
White, U. S. P.	lb.	.95	1.00
Tech.	lb.	.65	.70
Vetivert, Bourbon	lb.	15.00	17.00
Java	lb.	20.00	22.00
Ylang Ylang, Bourbon	lb.	6.00	8.00

Aromatic Chemicals

ISOLATES

Anethol	lb.	1.00	1.25
Citral	lb.	2.75	3.00
Citronellal		2.50	3.00
Eucalyptol, U. S. P.	lb.	.90	.95
Eugenol, U. S. P.		2.75	3.00
Geraniol, Domestic	lb.	2.25	3.50
Imported	lb.	2.50	3.75
Iso-Eugenol	lb.	3.75	3.90
Linalool	lb.	4.50	6.50
Rhodinol	lb.	16.00	20.00
Safrol	lb.	.29	.31
Thymol, U. S. P.	lb.	3.60	3.75

SYNTHETICS

Acetophenone, C. P.	lb.	3.50	3.75
Benzaldehyde, tech.	lb.	.70	.75
Benzyl Acetate	lb.	1.35	1.50
Alcohol	lb.	1.45	1.50
Benzoate	lb.	1.10	1.25
Citronellol	lb.	6.00	9.00
Citronellyl Acetate	lb.	13.00	14.00
Coumarin	lb.	2.50	2.75
Geranyl Acetate	lb.	4.50	5.00
Heliotropin, dom.	lb.	1.75	2.00
Hydroxycitronellal	lb.	10.00	11.00
Indol, CP	oz.	6.00	6.50
Ionone	lb.	6.00	9.00
Linalyl Acetate	lb.	3.50	7.50
Menthol	lb.	3.75	4.00
Methyl Acetophenone	lb.	3.75	4.25
Anthranilate	lb.	2.50	3.25
Paracresol	lb.	8.00	9.00
Salicylate, U. S. P.	lb.	.37	.42
Mirbane, rect.	lb.	.11	.15
Musk Ambrette	lb.	7.00	8.00
Ketone	lb.	7.00	10.00
Xylene	lb.	2.75	3.25
Phenylacetaldehyde	lb.	7.00	8.50
Phenylacetic Acid, 1 lb. bot.	lb.	3.00	3.25
Phenylethyl Alcohol, 1 lb. bot.	lb.	5.50	6.50
Terpinyl Acetate, 25 lb. cans	lb.	1.10	1.40
Terpeneol, CP, 1,000 lb. drs.	lb.	.30	.31
Cans	lb.	.32	.33
Vanillin, U. S. P.	lb.	7.00	7.50

Miscellaneous

Insect Powder, bbls.	lb.	.26	.28
Concentrated Extract	gal.	—	2.25
Gums—			
Arabic, Amb. Sts.	lb.	.12	.14
White, powdered	lb.	.19	.20
Karaya	lb.	.10	.15
Tragacanth, Aleppo, No. 1	lb.	1.55	1.65
Sorts	lb.	.50	.60
Turkish, No. 1	lb.	1.20	1.30
Waxes—			
Bayberry, bgs.	lb.	.21	.22
Bees, white	lb.	.60	.65
African, bgs.	lb.	.42	.45
Refined, yel.	lb.	.47	.50
Candelilla, bgs.	lb.	.35	.37
Carnauba, No. 1	lb.	.51	.52
No. 2, Yel.	lb.	.48	.50
No. 3, Chalky	lb.	.38	.40
Japan, cases	lb.	.18	.19
Paraffin, ref. 125-130	lb.	.06½	.07
Pine Oil, stm. dist.	gal.	.64	.68
Tar Oil, bbls. dist.	gal.	.50	.55
Commercial grade	gal.	.32	.40

Something New!

Operating Speed
100 to 175 per minute

SOAPMAKERS will be especially interested in this new F&H wrapping machine. It has been designed particularly for wrapping soap and will find its largest use in the wrapping of Toilet Soaps and Guest Cakes. The best features of our other machines have been incorporated in this new one.

Soap can be fed direct from the press to the belt feed conveyor. The wrapped pieces are discharged in a manner to hold the end folds securely in place until the gum sets.

The wrapping is easily visible and any defects can be quickly detected and remedied.

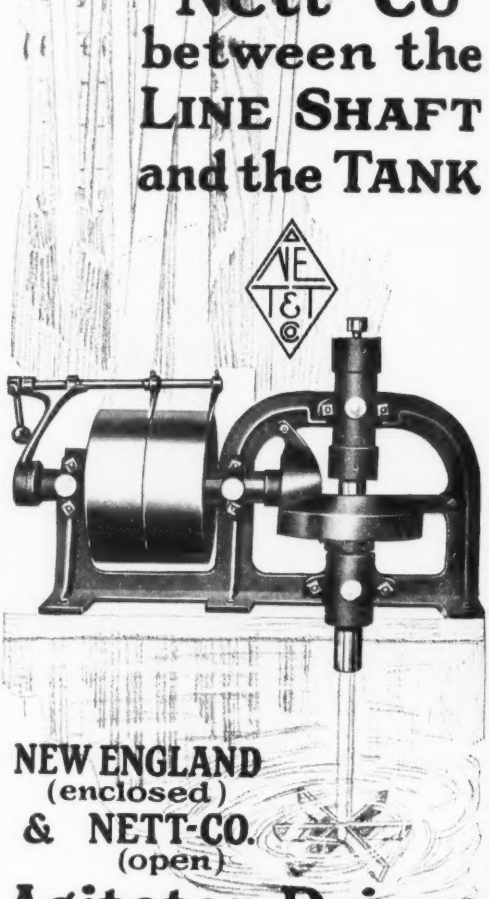
Our Representative Will Gladly Explain
The New Machine Fully on Request

FERGUSON & HAAS
INCORPORATED

Wrapping Engineers

515 Greenwich St. New York

Use a "Nett-Co" between the LINE SHAFT and the TANK



NEW ENGLAND (enclosed) & NETT-CO. (open)

Agitator Drives

Standard Units for All Types of Stirrers

Adaptable—Rugged—Simple—Trouble Proof

Send for complete specification portfolio.

NEW ENGLAND TANK & TOWER CO.
EVERETT, MASS.
30 CHURCH STREET, NEW YORK

Trade Mark Record

(*From Page 47*)

manufacturing Co., Cedar Rapids, Iowa. Filed March 9, 1925. Serial No. 210,765. Published April 13, 1926.

215,123—Leather polishes. Whittemore Bros. Corp., Cambridge, Mass. Filed October 19, 1925. Serial No. 221,990. Published April 20, 1926.

215,126—Polishes for leather goods. Whittemore Bros. Corp., Cambridge, Mass. Filed October 19, 1925. Serial No. 221,993. Published April 20, 1926.

215,124—Shoe polish and leather dressings. Whittemore Bros. Corp., Cambridge, Mass. Filed October 19, 1925. Serial No. 221,991. Published April 20, 1926.

215,077—Soaps. Rex Products Company, Chicago, Ill. Filed February 17, 1926. Serial No. 227,417. Published April 20, 1926.

215,075—Soaps—namely, soaps in cake form, soap pastes, and soap powders. Parfumerie Roger et Gallet, Paris, France. Filed February 17, 1926. Serial No. 227,413. Published April 20, 1926.

215,070—Insecticide powder. Benjamin Hammond, Beacon, N. Y. Filed February 16, 1926. Serial No. 227,349. Published April 20, 1926.

215,107—Disinfectants. The Brand Neu Company, Inc., New York, N. Y. Filed March 15, 1926. Serial No. 228,640. Published April 20, 1926.

215,100—Soap and softener powder. Frank A. McGowan, Canton, Ohio. Filed March 9, 1926. Serial No. 228,385. Published April 20, 1926.

215,895—Insecticide. Tar Products Corporation, Providence and East Providence, R. I. Filed April 2, 1926. Serial No. 229,599. Published May 11, 1926.

215,884—Insecticide in the form of coating or paint intended to be painted or sprayed on the infested places such as poultry roosts, nest boxes, dropping boards, and in dog kennels and other places where animals are kept. Tar Products Corporation, Providence and East Providence, R. I. Filed April 2, 1926. Serial No. 229,600. Published May 11, 1926.

215,750—Washing compound and soap. Frederick P. Goodwin, doing business as Goodwin & Company, Strawn, Ill. Filed January 4, 1926. Serial No. 225,473. Published February 16, 1926.

LIQUID CAUSTIC POTASH

45% KOH Liquor—half the strength of 88-92% Fused

In tank cars and returnable drums—55 and 110 gal.

Saves money, time, temper and labor.

Benzaldehyde
(Artificial Oil of Bitter Almonds)

Tech., U. S. P. IX. F. F. C.
In tin-lined drums.
100 lb. and 40 lb. carboys.

Paradichlorbenzene
(Pure)

For making deodorizing blocks, moth preventatives, etc. Barrels, Kegs and Cans.

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Sales Department

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Soapmakers' Standard
for two generations

"N" Brand
Silicate

Shipments are made in barrels, drums or tank cars from Quartz Quality Works located at:

Chester, Pa. Rahway N. J.
St. Louis, Mo. Anderson, Ind.

Gardenville, N. Y.
Kansas City, Kans.

Philadelphia Quartz Co.
Philadelphia, Pa.

Established 1831

FOR SALE

Good Equipment at Bargain Prices

1 New Albright Well Amalgamator
4 Chippers, 20", 24", 30".
8 Crutchers—Dopp & H-A — Strunz — 1500#, 3000#, 3600#
200 Soap Frames—600#, 1200#, 1500#
2 Stone Mills—H-A, 12"x24", 3 Roll and 18"x24", 3 Roll
2 Steel Mills—H-A, 14"x36", 5 Roll
1 Blanchard Mill—10A
3 Plodders—H-A, 8" and 10"—Huber 10"
10 Foot Presses—H-A, Huber, Dopp, Emire
2 Scouring Presses—H-A
2 Power Presses—Ralston, Jones
3 Remelters—Acme 30"x12½', 2 H-A 42"x6'
1 Slabber—H-A 600"
1 Continuous Chip Dryer—Proctor & Schwartz 1500#
1 Glycerine Evaporator—Garrigue Complete
15 Filter Presses—12", 18", 24", 30", 36", 42".
75 Kettles and Pots—Plain, Jacketed, or Agitated 20 gals. to 2000 gals.
4 Soap Kettles—4 Kettles 50 tons each.
50 Tanks—Rectangular and Cylindrical, 50 to 14000 gals.

SEND FOR OUR LIST
SELL US YOUR IDLE EQUIPMENT

Consolidated Products Co., Inc.
15 Park Row, New York City

FOR IMMEDIATE SHIPMENT FROM OUR OWN WAREHOUSE
NO REASONABLE OFFER REFUSED
THESE ITEMS MUST BE REMOVED

Crutchers—
4 Houchin-Aiken Jacketed (Vert.), 1200, 1500, 3000 & 6500 lbs.
Cutters and Slabbers—
1 Huber wood frame cross cutting table (power)
1 Huber wood Slabber (hand power)
1 Houchin-Aiken wood Slabber (power)
1 Houchin-Aiken steel frame Slabber (power)
Dryer—
1 Sargent Automatic Soap Chip Dryer, 1200# per hour, complete with chilling rolls.
Filter Presses—
8 Filter Presses, Iron, 18, 24, 30, 36 & 42 in. sq.
Engines—
2 Vertical Engines, 15 and 25 H.P.
Evaporator—
1 Garrigue Glycerine 48" dia. 3 section complete with salting out pan, pumps, etc.
Presses—
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1 Jones Automatic Press
Frames—
250—1200# capacity—steel sides
Pumps—
4 Worthington Duplex Steam Pumps
9 Centrifugal and Rotary Iron Pumps
Plodders—
2—8" and 10" Houchin-Aiken
Tanks and Kettles—
30 Jacketed Iron Kettles, 10-2000 gals.
20 Steel Storage Tanks, 100-12000 gals.
10 Copper & Aluminum Jacketed Kettles, 10 to 200 gals.
4 Vert. Copper Storage Tanks, 1400 gals.

STEIN - BRILL CORP.
25 Church Street
New York City
Phones—Rector 3168-9

SOAP DIES
AND
STAMPS
FOR
FOOT AND POWER PRESS

BRASS PRINTING DIES

Anthony J. Fries
717 Sycamore Street
CINCINNATI, O.

CLASSIFIED ADVERTISING

Paste Soap Dispenser—Manufacturer of paste hand soap is in the market for dispensing machines which will handle this type of soap. If you manufacture such a machine, send full details and prices to the Pacific Chemical Co., 1421 North Main St., Los Angeles, Calif.

Soap Filler—We offer powdered bentonite for prompt shipment. The ideal filling material for soaps, cleaning compounds, etc. Send for sample and prices. Acme Oil Corp., 189 N. Clark St., Chicago, Ill.

For Sale—Old established manufacturing business with or without real estate. No indebtedness of any nature. Stock inventory around $25,000. Products consist of soaps, extracts, toilet preparations, etc. No promoters need apply. Box 157, care of SOAP.

Soap Plant Liquidation—For immediate liquidation, equipment of the Long Island Soap Co. Crutchers, cutters, slabbers, dryer, filter presses, engines, evaporator, presses, frames, tanks, kettles, etc. Must be sold at once, regardless of cost. Sale announced too late for advertising pages this issue of SOAP. Get full particulars from Stein-Brill Corp., 25 Church St., New York, Rector 3168.

Manufacturers and Jobbers Take Notice—Experienced chemical engineer and superintendent anxious to make new connection with growing, up-to-date, reliable firm to manufacture liquid soaps, disinfectants, insecticides, etc. Possess complete set of practical formulas. Can invest some capital. Box 158, care of SOAP.

OXYGEN BLEACHING AGENTS

Barium Hydrate
Barium Carbonate
Liquid Resin
Casein
Precipitated Chalk
Chlorophyll
Sodium Bisulphite

and other Chemicals for Soapmakers

JUNGMANN & COMPANY
INCORPORATED

5 DESBROSSES STREET **NEW YORK CITY**

SPOT STOCKS AT ALL TIMES *SOLE AGENTS FOR L. & V. PRODUCTS*

"Mechling Brands Fill All Demands"

Are You—

Penny Wise and Pound Foolish?
You are if you risk the quality of your soap with uncertain ingredients.

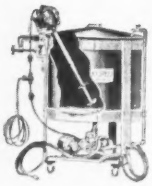
Uniform quality and prompt delivery are assured by ordering Mechling Brand Silicate of Soda.

MECHLING BROS. CHEMICAL CO.

Philadelphia, Pa. **Camden, N. J.** **Boston, Mass.**

"HY-SPEED"

LIQUID HANDLING MACHINES ARE USED IN THOUSANDS OF PLANTS



Filter tank with mixer

"Hy-Speed" Electric Filter Tank

A complete manufacturing unit. Empties barrels, mixes, filters, pumps finished liquid anywhere. 700 sq. in. filtering area. Glass coated tank, 70 gal. capacity. Portable.

Geared Type Electric Mixer

"Hy-Speed" "Push-Pull" Mixers

Portable, clamp to any tank up to 3,000 gals. cap. Models for all mixing problems including acids.

Portable Electric Pump

"Hy-Speed" Portable Electric Pump

Solid bronze—positive pressure. Empties barrels, tanks, etc., pressure release and shut-off nozzle can be supplied for filling cans, jugs, etc.

Vacuum Bottle Filler

Fastest and lowest priced. Fills all size bottles with any liquid, including acids, iodine, peroxide, etc., brass or hard rubber fittings.

Vacuum Bottle Filler

Glass Coated Equipment

We manufacture a complete line of tanks glass coated *inside* and *outside*, up to 250 gallons in size. Square, round, open or closed models at lowest prices.

Write for complete circulars.

ALSOP ENGINEERING CO.

47 West 63rd Street

New York City

Index to Advertisers

COMPANY	PAGE
Alsop Engineering Co.	76
Baird & McGuire, Inc.	48
Burton T. Bush, Inc.	Front
Antoine Chiris Co.	13-14
Clifton Chemical Co.	56 and 77
Consolidated Products Co.	74
Coupey Fils	—
Cox, Aspden & Fletcher	64
Diamond Alkali Co.	70
Dow Chemical Co.	—
P. R. Dreyer	5
Du Pont Cellophane Co.	2nd Cover
Electro Bleaching Gas Co.	68
Ferguson & Haas, Inc.	72
Frey & Horgan	62
Anthony J. Fries	74
Fritzsche Brothers, Inc.	9
General Chemical Co.	66
General Naval Stores Co.	56
Goodrich-Eshbaugh Chemical Labs.	—
Grasselli Chemical Co.	68
Hampden Glazed Paper & Card Co.	7-8
Henderson Lithographing Co.	70
Heine & Co.	34
Hooker Electrochemical Co.	54
Imperial Export Co.	6
International Salt Co.	22
Jungmann & Co.	58 and 75
A. Klipstein & Co.	—
Pierre Lemoine, Inc.	77
Mathieson Alkali Works	3
McCormick & Co.	59
Mechling Brothers Chemical Co.	75
Michigan Alkali Co.	38
Monsanto Chemical Co.	—
Morana, Inc.	43-46
National Packaging Machinery Co.	40
National Sales Corp.	77
New England Tank & Tower Co.	72
Newman Tallow & Soap Machinery Co.	15
New-o-Sapine Chemical Co.	10
Newport Chemical Works	12
New York Oil Storage & Transfer Co.	Back Cover
New York Quinine & Chemical Works	—
Niagara Alkali Co.	68
Package Machinery Co.	11
Parsons & Petit	—
Philadelphia Quartz Co.	74
Pfaltz & Bauer, Inc.	30
Pneumatic Scale Corp.	52
Potato Implement Co.	58
John Powell & Co.	56
Proctor & Schwartz, Inc.	60
Rhodia Chemical Co.	4
C. G. Sargent's Sons Corp.	12
Semet Solvay Co.	73
Smith-Hamburg-Scott Welding Co.	—
Solvay Process Co.	26
Stein-Brill Corp.	74
Stokes & Smith Co.	77
Superfos Co.	62
Tar Acid Refining Corp.	52
Tar Products Corp.	52
John Trageser Steam Copper Works	54
Ungerer & Co.	3rd Cover and 16
Wangler-Budd Co.	40
Welch, Holme & Clark Co.	60
Isaac Winkler Bro. & Co.	66

We also make dispensers

CLIFTON
LIQUID SOAP BASE
Highly Concentrated
Sparkling Clear

Makes a soft smooth liquid soap when dissolved in water,—and at a price so low that it will surprise you.

There is a mighty fine profit in Liquid Soap if you use Clifton Base.

CLIFTON CHEMICAL COMPANY, Inc.
244 FRONT ST. Clifton Building NEW YORK CITY

"SOAPOL"
(Reg. U. S. Patent Office)
Twelve different types of soap perfume oils of excellent quality
for 30¢ to $2.65 per pound

We are direct importers of
PURE SPANISH OILS
Write for lowest market prices.

Exclusive Agents for
CAVALLIER FRERES, Grasse, France
Manufacturers of Pure Natural Flower Products since 1784

PIERRE LEMOINE,
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Bentonite

An active ingredient and detergent replacing soap substance.

Open Stock

Of Lump and Powdered for immediate shipment.

NATIONAL SALES CORP.
CINCINNATI OHIO

THE S & S TIGHT-WRAPPED PACKAGE

Manufacturers seeking a satisfactory container for soap products will find the answer in the Stokes & Smith Tight-Wrapped Package.

This package is the ideal container for soap products, because:

It is inexpensive.

It helps to maintain the moisture content of the product.

It is proof against sifting.

It has great advertising value.

Let us send you complete details together with a sample Stokes & Smith Tight-Wrapped Package.

S & S Box-Wrapping Machines for Paper Boxes
S & S Package-Wrapping Machines for Packages

STOKES & SMITH COMPANY
Summerdale Avenue near Roosevelt Boulevard
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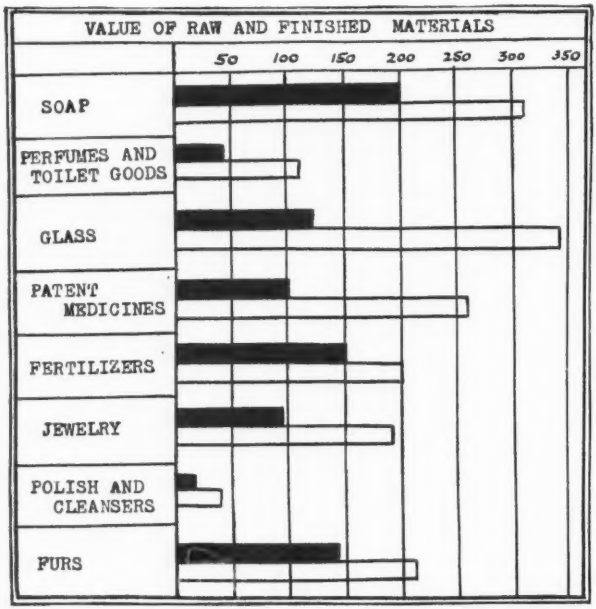
How the SOAP INDUSTRY *Compares!*



The approximate annual value of raw and finished materials consumed and produced respectively by eight American industries. Values are given in millions of dollars. In raw materials consumed, the soap industry is fifty millions ahead of its nearest competitor here, twice as great as patent medicines and jewelry, and five times as large as perfumes, toilet goods, and cosmetics.

IN addition to the soap industry, SOAP is read every month by the disinfectant, household insecticide, cleaning compound, polish, and allied manufacturers in the United States, Canada, Cuba, Mexico, and South America,—altogether, an industrial group which buys over a quarter billion dollars' worth of raw materials annually, exclusive of machinery and equipment, and produces $500,000,000 in finished goods.

SPANISH OILS

THERE are few products used by the soap maker on which price in itself means less than on the two Spanish essental oils of largest consumption, Aspic or Spike Lavender and Rosemary.

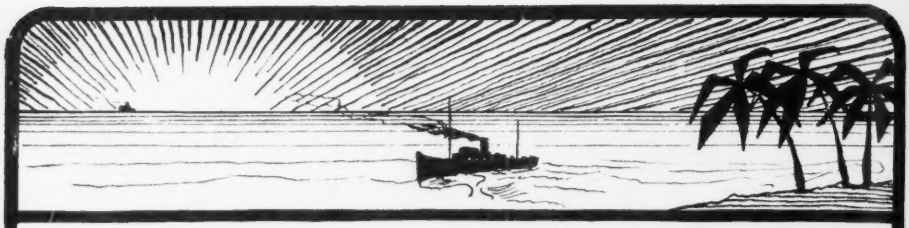
On these oils many of the quotations made in the New York market are so absurdly below first costs on prime oils as to constitute an indictment against sellers and buyers alike. It is useless to place the blame for this situation altogether on the essential oil houses. A large share of it rests on those buyers who knowingly or ignorantly are content to look only at price.

OUR contention is that a high grade oil at a fair price is more economical and more satisfactory than a sub-standard oil at an apparently low cost. In support of this we offer for your consideration our Ladera Brand Oil Aspic and Oil Rosemary Spanish, oils of absolutely guaranteed quality.

MOREOVER, our Spanish connections are such as to enable us to offer these Ladera Brand oils at decidedly advantageous prices, quality considered. A comparative examination should be of interest.

UNGERER & CO.

NEW YORK



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HANDLING at NEW YORK

Avoid unnecessary freight and leakage.

Bulk your barrels or casks to tank cars.

Realize full value for your second-hand cooperage.

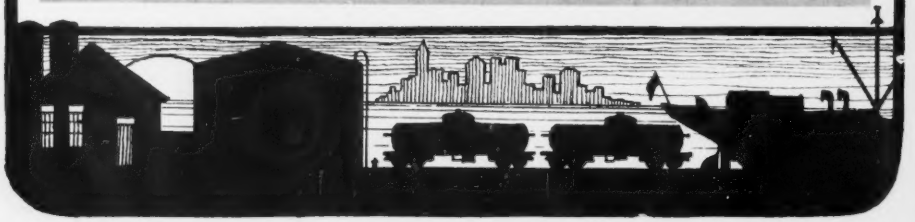
We are completely equipped for handling Vegetable Oils and Greases from steamer to factory and from factory to export steamer.

Write for particulars.

NEW YORK OIL STORAGE and TRANSFER CO. Inc

67 WALL STREET, NEW YORK

PHONE BOWLING GREEN 0986



BEMIS WATERPROOF BAGS

Lower Your Shipping Costs

Savings of from 30% to 50% are not uncommon among shippers who adopt Bemis *Waterproof* Bags in place of barrels, boxes or drums. First cost is lower. Bags occupy less storage space. They reduce packing expense and cut down the tare weight of shipments.

Bemis *Waterproof* Bags are made of best quality burlap with a special waterproof lining cemented to the fabric. Their airtight, siftproof and moistureproof construction commends them especially to shippers of dry soap and chemical products. Write for samples and prices.

BEMIS BRO. BAG CO.
605 S. 4th St. St. Louis, Mo.

LR193

SINCE 1858 THE WORLD'S LARGEST MAKERS OF QUALITY BAGS